

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 20.

RECIPROCITY BILL IS HELD UP.

The administration measure known as the Canadian reciprocity bill is held up in the United States Senate by interests opposed to its enactment, while a pretense is made that further hearings must be given. Meanwhile the Democratic House of Representatives, having passed the measure, refuses to adjourn until the Senate acts, and will hold on through the hot weather in order to force action.

SUPREME COURT AND THE PACKERS.

The decision announced this week by the United States Supreme Court in the Standard Oil case, in which the rule was laid down that a restraint of trade must be "unreasonable" in order to bring it under the terms of the Sherman anti-trust law, was the basis of a motion made in the Federal Court in Chicago by packers' attorneys for a re-hearing of their demurrers to the indictments alleging illegal restraint of trade.

As announced in the last issue of The National Provisioner, Judge Carpenter last week overruled their demurrers, declaring that the charges in the indictments showed a violation of the law. They now contend that his decision is overruled by the Supreme Court opinion, and ask for another hearing on the demurser to the indictments. Judge Carpenter declined to hear arguments, but asked that briefs be filed. A week is given for this purpose.

POTASH AGREEMENT IS REACHED.

Cable advices from Hamburg state that on Wednesday the German-American potash conference reached a full agreement regarding the prices of potash and for an adjustment of a super-contingent tax. The text of the agreement is now being drafted and new contracts will be arranged immediately.

The conference was attended by Peter B. Bradley, William Bradley, James L. Gifford, and other representatives of the American potash interests, and by the representatives of the German Potash Syndicate. Details of the agreement have not yet been made known, but preliminary German inspired statements intimate that some increase in the American prices is involved.

The most difficult problem in the potash negotiations was furnished by the existing contracts with German independent companies, by which the Americans are bound for a long time. The adjustment of these contracts is left to the Americans.

Watch page 48 for business openings.

FINAL PLANS FOR CRUSHERS' CONVENTION

President Taft and Other Famous Speakers on the Programme

Preparations for the entertainment of the Inter-State Cotton Seed Crushers' Association in New York City during the annual convention on June 7, 8 and 9 are about complete. As The National Provisioner has already announced, this meeting promises to be the most notable in the history of the organization, both in the nature of the convention programme and the entertainment.

Mayor Gaynor, of New York City, will welcome the visitors when the convention meets at the Hotel Astor, and there will be addresses by such men of national reputation as Henry R. Towne, president of the Manufacturers' Association of New York and of the famous Yale & Towne Company; Dr. H. W. Wiley, chief of the Bureau of Chemistry at Washington; Judge Henry C. Hammond, of Georgia; former Commercial Agent Julien L. Brode, of the Department of Commerce and Labor, and others.

President Taft will be the chief speaker at the great banquet to be tendered the visitors at the Hotel Astor. This banquet has been changed from Friday evening, June 9, to Thursday evening, June 8, to suit the convenience of President Taft. President Taft will not merely visit the banquet hall and make a few remarks, as is the case with

many of his engagements, but he will be the guest of the evening, and will deliver a set address. Another speaker will be William G. McAdoo, president of the Southern Society of New York, and famous as an after-dinner speaker as well as the builder of the great Hudson tunnels.

The entertainment programme remains as previously announced, except that the banquet is changed to Thursday evening, and the big reception and ball on the floor of the New York Produce Exchange to Friday evening. The entertainment begins with the auto excursion to Coney Island on the first convention day, with a typical "shore dinner" at that famous resort. The luncheon and reception on board the great North German Lloyd liner Kaiser Wilhelm II will be a unique event, as will the concert and tea for the ladies at Wanamaker's.

Great preparations are being made for the reception, band concert and ball on the floor of the Produce Exchange. This floor has never been thrown open for such a purpose since the dedication of the Exchange many years ago. Contracts have been let for over 600 feet of electric light decorations for this occasion. The Seventh Regiment Band of 60

(Continued on page 30.)

MEAT PACKERS' CONVENTION IN WASHINGTON

The Executive Committee of the American Meat Packers' Association held its regular spring meeting at Indianapolis on Wednesday, with President Joseph Allardice presiding and a full attendance of members. The committee at this time decided on the place for the next convention, and Washington, D. C., was selected.

The dates were fixed for Monday and Tuesday, January 15 and 16, while Congress is in session. Arguments were made that the National capital offered the opportunity of impressing upon governmental legislators and administrators the tremendous importance of the packinghouse industry to the welfare of the country, and the high-class personnel of the men engaged in it.

The convention and banquet will probably be held in the New Willard Hotel, and the dates set were selected as being the most convenient while Congress is in session. It is expected that high government officials, Senators and Congressmen will participate in the business sessions and banquet. President Allardice will later appoint committees on

business programme, general entertainment and banquet.

Atlantic City, Baltimore and Buffalo were also considered, but the vote was unanimous for Washington. It is possible that the Entertainment Committee will arrange for a special train and trip to Atlantic City after the Washington convention.

Much important business was transacted at this meeting of the Executive Committee. The committees on oleomargarine legislation, cold storage legislation, eradication of tuberculosis and other subjects reported progress and were continued. The committee appointed to consider the plan of establishing arbitration committees for trading purposes at various centers reported that no general agreement had been reached on rules and standards, but that further effort would be made. The treasurer's report showed a balance on hand and only a few delinquents. The usual action was taken in suspending the by-laws on dues, so that any members joining before October will receive receipts for dues to October, 1912.

REPORT ON CAUSE OF HAM SOURING

Results of Government Experiments Given in Detail

By C. N. McBryde, M. D., Senior Bacteriologist, U. S. Department of Agriculture.

(Continued from last week.)

[EDITOR'S NOTE.—In the issue of March 25 The National Provisioner reported the results of the long-awaited government investigation of the important question of "sour meats." The conclusions arrived at in this investigation were given in full, together with the suggestions for prevention of ham "souring." This is a matter of such importance to the trade that The National Provisioner now presents in full the report of the tests made and the conclusions reached.]

The Second Experiment.

This experiment was essentially a repetition of Experiment I, but was carried out at a different packing establishment and under somewhat different conditions.

Two lots of hams were injected with a culture suspension of the bacillus at different stages of the cure, or rather at different stages in the preparation for cure, i. e., (1) on the hanging floor, previous to chilling, and (2) after chilling and pumping and immediately before packing. Three tierces, each containing 20 hams, were put down. Two of the tierces contained the hams injected with culture, while the third tierce contained check hams which had not been treated with culture.

Half of the hams in each tierce were pumped in the shank, while the other half were pumped in both body and shank. The same pumping and curing pickles were used for all three tierces, and were the regular pumping and regular curing pickles of the establishment at which the experiment was carried out.

The hams used were all 14 to 16 pounds in weight and were subjected to the usual 48-hour chill with an additional chill of 48 hours after they were cut from the carcass. They were packed in tierces which had been thoroughly scrubbed and cleaned with boiling water. The tierces were held in a pickling room at a temperature of 33 to 36 degs. Fahr., the temperature never rising above 36 degs. Fahr., and were rolled three times during the curing period. The hams were in cure for about eighty days. At the end of the cure the hams were carefully tested by a trained meat inspector, who knew nothing of the treatment they had received.

The culture suspension was prepared from 20 tubes of egg-pork medium in the same manner as that used in Experiment I, the cultures being diluted with sufficient salt solution to give 400 cubic centimeters of suspension. The cultures from which the suspension was prepared had grown at room temperature for ten days. The suspension was examined microscopically and showed large numbers of the bacilli in the form of filaments or long chains, with many of the individual organisms showing large terminal spores. The hams were injected with the culture suspension in the same manner as those in Experiment I.

Details of the Second Experiment.

The details of the experiment were as follows:

Tierce No. 1.—Contained 20 hams, each ham being injected with 20 cubic centimeters of the suspension or the equivalent of 10 cubic centimeters of the original culture. The hams were injected while on the hanging floor, before they had been cut from the carcasses and previous to chilling. The carcasses were still quite warm—that is, had lost but little of their body heat when the

injections were made. The carcasses, which had been carefully tagged, were then run into coolers and given the usual 48-hour chill, after which the hams were severed from the carcasses and given an additional 48-hour chill in accordance with the custom of the packinghouse at which the experiment was carried out. The hams were next pumped with regular pumping pickle, 10 being pumped in both body and shank and 10 in shank only. They were finally packed in a tierce, which was then headed up, filled with regular curing pickle and placed in cure.

Result: When tested at the end of the cure it was found that the 10 hams which were pumped in the shank only were all sour. In each of them the souring extended throughout the entire ham, in the shank as well as in the body, and was very pronounced, so much so that they were characterized as "stinkers" by the meat inspector who assisted in testing them. The bone marrow of the femur or middle bone was sour in all of these hams. Of the 10 hams which were pumped in both body and shank 7 showed well-marked souring throughout the body, but the souring did not extend into the shank. The bone marrow of the femur was found to be sour in 6 of these hams, while in 1 the souring had not extended through to the bone marrow.

Tierce No. 2.—Contained 20 hams which were chilled and pumped in exactly the same manner as those in tierce No. 1. These hams were injected with culture after they had been chilled and pumped, or just before they

were placed in cure. The hams in this tierce, therefore, were injected with culture four days later than those in tierce 1. The hams were injected with a bacterial suspension prepared in the same manner as that used for tierce 1, except that the egg-pork cultures from which the suspension was prepared were 7 days instead of 10 days old. Each ham was injected with 20 cubic centimeters of the suspension or the equivalent of 10 cubic centimeters of the original culture. The hams were injected in the same manner as those in tierce 1.

Result: When tested at the end of the cure, it was found that of the 10 hams which were pumped in the shank all were sour; in 8 of these the souring was very marked throughout the body of the ham and extended into the shank; in all of these hams the souring had extended through to the bone marrow of the middle bone or femur. Of the 10 hams which were pumped in both body and shank 6 were sour in the body. These hams were classed by the meat inspector who examined them as "light body sour," and in none of them did the souring extend into the shank or through the bone into the bone marrow of the femur.

Tierce No. 3.—Contained 20 hams which were chilled and pumped in the same manner as those in the two preceding tierces. These hams were not injected with culture and were put down to serve as checks on the cure. In other words, they were pumped with the same pickling fluids, were subjected to exactly the same cure, and were held under precisely the same conditions as those in the preceding tierces, the only difference being that the hams in this tierce were not injected with culture.

Result: When tested at the end of the cure, all of the hams in this tierce were found to be perfectly sound and sweet.

(To be continued.)

CLASSES AND GRADES OF MEAT

Market Terms and Trade Methods Reviewed

By Louis D. Hall, Assistant Chief of Animal Husbandry, University of Illinois.

(Continued from

issue of May 6.)

[EDITOR'S NOTE.—This review of standard grades of meat, methods of marketing carcass meats and cuts, and other wholesale trade methods, begun in The National Provisioner of December 3, is the first of its kind ever compiled or published. It brings trade practice right up to date, and may be taken as authoritative. Though most of the information contained in it is already known to up-to-date traders, yet it is worth while even for them to review it in this manner, while the information contained in it will be of great educational value to those not now in possession of it. For this reason The National Provisioner is glad to give space to Mr. Hall's admirable review, or at least such portions of it as will particularly interest our readers.]

Bacon or Marked Hogs.

Bacon hogs are those that are suitable primarily for sugar-cured breakfast-bacon bellies and "English" meats. Since such meats must be comparatively lean, firm and of good quality, the leading features of bacon hogs are long, deep, smooth sides with a light, even covering of fat over the entire carcass and especially uniform on the back and sides. The hams should be full but lean and the shoulders light and smooth. The flesh must be firm and not "watery," the fat solid and the carcass sufficiently mature to insure proper curing.

Hogs which fulfil these conditions weigh 90 to 170 pounds dressed. Low grades of bacon are made from pigs as light as 60 or 70 pounds, but the most desirable weights are 120 to 150 pounds. They consist principally of barrows, but for most grades of bacon smooth, clear sows that resemble barrows in general quality and finish are used to some extent. Only a small percentage of the dressed hogs handled at Chicago are of this class. The products principally made from them are "English" middles, backs and "bel-

lies, domestic breakfast-bacon bellies, long-cut and short-cut hams.

Bacon hogs vary from choice to common in quality, finish and shape, and although no fixed grades are universally recognized among packers, they are usually designated as choice, good and common, respectively.

Choice bacon hogs must be evenly fleshed and covered with a smooth layer of fat over the loin, shoulders and sides. Firm flesh, solid, white fat, and a white, smooth skin are especially important in this grade. The depth of back-fat is from one and one-fourth to two inches. It must be evenly distributed, however, not varying more than one-fourth or three-eighths of an inch at different points on the back and shoulders. Large sides of even width are also essential. This grade is used for the manufacture of "Wiltshire" and "Staffordshire" sides, "English" backs and bellies, and fancy breakfast-bacon bellies, also "Cumberland" sides to some extent. They weigh about 120 to 160 pounds, and only barrows are generally used.

Good bacon hogs include those that either lack the prime finish required of the highest grade or are too thickly or unevenly covered with fat; also those that are slightly deficient in length and depth of sides, or firmness and quality of flesh and fat. This grade, therefore, contains a much larger variety of carcasses than the choice grade, but they must nevertheless be reasonably well suited to the manufacture of smoked bacon and English meats.

The thickness of back-fat must not be less than one nor more than two and one-half (Continued on page 24.)

CONSTRUCTION AND EQUIPMENT OF ABATTOIRS

Suggestions by Government Architect as to Sanitary Methods

By G. H. Parks, Architect, U. S. Bureau of Animal Industry.

(Continued from last week.)

[EDITOR'S NOTE.—Under the regulations for enforcement of the Federal meat inspection law the plans for all alterations or new construction in inspected establishments must be submitted to the Bureau of Animal Industry for approval. It is therefore of interest to the trade to know the views of the architect of this Bureau as to what constitutes sanitary packinghouse construction and equipment.]

Ventilation.

By the term "ventilation" is understood the continuous introduction of pure air into a room or building in such a way as to mix it thoroughly with the air contained therein,

and the simultaneous removal of a like quantity of the impure air. The ventilation of rooms and buildings is necessary in order to prevent the accumulation of the impurities of respiration, combustion and putrefaction.

It is extremely difficult to give any definite rule for the amount of cubic space required, or for the rate of the change of air. It is obvious that in a small room containing many persons the air should be changed much oftener than in a large room containing but a few persons. In factories it may be stated that in general from 2,000 to 3,500 cubic feet per hour per person is required for good ventilation. This will allow only for a change of air twice an hour when each person has from 1,000 to 1,800 cubic feet. Where this cubic space per person is less the rate of change of air should be greater.

The incoming air must not have such a velocity as to make itself felt to any marked degree. The inlet openings should not be large and should be so placed that the current of incoming air does not immediately find its way to the exit or exhaust openings.

The quality of the incoming air is of equal importance with the quantity. Care should therefore be taken that the source from which the air supply is drawn shall be as free from impurities as possible. In some instances it will be necessary to wash or filter the air before it is introduced into the building.

The current of incoming air should be imperceptible, especially when, as is generally the case, the outside air is lower in tempera-

ture than that of the room to be ventilated. A current of air not to exceed 3 feet a second will generally be found to be unobjectionable, as the draft will be very slight. If the currents are entirely above the persons much greater speed may be maintained; the larger the areas of the inlet and the outlet openings, the slower the velocity of the air current.

The fresh air must not only be supplied; it must also be diffused equally throughout the space so as not to pass directly from the point of entrance to the point of exit. Special attention should be paid to this matter, otherwise there will not be the proper displacement and renewal of the vitiated air.

Ventilation is effected either by natural means or by the aid of mechanical equipment. The former is called natural ventilation and the latter artificial ventilation.

Natural Ventilation.

In all buildings there is a very slow interchange between the inside and outside air by diffusion through the substance of the walls and floors themselves. This diffusion takes place through almost all the substances used in building construction. The more porous the material the more rapid the diffusion, the diffusion being caused by unequal pressure. Because of the slowness with which this diffusion takes place it becomes necessary to provide additional means to supply the needed amount of fresh air. Thus openings in the walls, such as doors and windows, or special openings into ventilating shafts are employed.

The natural ventilation through the pores of the walls is but of little moment generally, but an unequal temperature in two adjacent rooms will cause the air of the rooms to equalize, so that it is necessary, if the air of adjoining rooms is to be kept separate, to make the dividing partitions, floors and ceilings air-tight. This point is well illustrated by the construction of chill rooms. The partition, floor, and the ceilings in these

(Continued on page 22.)

EXPORT FIGURES SHOW DECIDED TURN IN TIDE

Increase in Lard and Pork Shipments Is the Chief Feature

Preliminary government reports of exports of meat and dairy products for the month of April indicate the results of cheaper meat supplies, particularly hogs, on our export meat products trade. Though the comparison is with last year's low-water-mark trade, when prices were at their highest and the trade movement lowest, yet the figures indicate the resumption of the export movement along with the readjustment of price conditions.

Exports of meat and dairy products for April, 1911, according to the preliminary figures, were nearly 6 million dollars greater in value than those of April a year ago. The total, \$12,320,600, was the largest for any month since June, 1909. The increases were chiefly in lard, 30 million pounds more; oleo oil and neutral lard, nearly 14 million pounds more; bacon, nearly 10 million pounds more; hams and shoulders, 5½

million pounds more. Though cured beef shows an increase, there is a decrease of nearly 2 million pounds in fresh beef exported, even compared to the low-water-mark of April, 1910.

For the ten months since July 1 last the total value of meat and dairy products exported is shown by these figures to be over 6½ million dollars in excess of a similar period a year ago, being given as a trifle over 100 million for the ten months. The principal gains compared to a year ago are in lard, 60 million pounds more, and oleo oil and neutral lard, nearly 22 million pounds more. Losses as compared to the previous year still show in fresh beef, 32 million pounds less; bacon, 16 million pounds less; hams and shoulders, 9 million pounds less; canned beef, nearly 4 million pounds less.

Exports of meat animals for April were nearly a million dollars greater than a year

ago, and for the ten months about 2 million dollars less. Detailed figures, with comparisons, are as follows:

Cattle.—April, 1910, 1,868 head, value \$169,912; April, 1911, 12,396 head, value \$1,085,229. For ten months ending April, 1910, 122,508 head, value \$11,432,473. Same period, 1911, 94,893 head, value \$8,854,114.

Hogs.—April, 1910, 805 head, value \$9,647; April, 1911, 1,987 head, value 16,399. For ten months ending April, 1910, 1,563 head, value \$17,373. Same period, 1911, 3,451 head, value \$32,182.

Sheep.—April, 1910, 922 head, value \$4,915; April, 1911, 10,667 head, value \$72,464. For ten months ending April, 1910, 27,817 head, value \$132,345. Same period, 1911, 68,466 head, value \$405,326.

Beef, canned.—April, 1910, 571,632 lbs., value \$68,095; April, 1911, 578,958 lbs., value \$68,812. For ten months ending April, 1910, 13,339,276 lbs., value \$1,504,210. Same period, 1911, 9,426,933 lbs., value \$1,004,395.

Beef, fresh.—April, 1910, 5,140,121 lbs., value \$547,220; April, 1911, 3,384,390 lbs., value \$340,349. For ten months ending April, 1910, 66,870,176 lbs., value \$6,759,639. Same period, 1911, 34,312,924 lbs., value \$3,668,054.

Beef, salted or pickled.—April, 1910, 2,020,539 lbs., value \$167,584; April, 1911, 3,624,641 lbs., value \$290,374. For ten months ending April, 1910, 32,240,907 lbs., value \$2,371,494. Same period, 1911, 31,889,669 lbs., value \$2,864,053.

Oleo Oil.—April, 1910, 10,933,628 lbs., value \$1,310,926; April, 1911, 21,341,531 lbs., value \$1,923,537. For ten months ending April, 1910, 101,340,186 lbs., value \$11,521,066. Same period, 1911, 99,243,195 lbs., value \$10,113,735.

Oleomargarine.—April, 1910, 341,478 lbs., value \$34,631; April, 1911, 473,333 lbs., value \$49,750. For ten months ending April, 1910, 2,739,214 lbs., value \$275,412. Same period, 1911, 3,152,213 lbs., value \$337,898.

Tallow.—April, 1910, 1,190,850 lbs., value \$89,427; April, 1911, 2,953,633 lbs., value \$186,285. For ten months ending April, 1910, 25,453,653 lbs., value \$1,504,676. Same period, 1911, 13,982,597 lbs., value \$959,945.

Bacon.—April, 1910, 6,288,576 lbs., value \$815,573; April, 1911, 16,066,957 lbs., value \$1,993,067. For ten months ending April, 1910, 133,959,037 lbs., value \$15,869,451. Same period, 1911, 117,309,611 lbs., value \$16,440,255.

Hams and Shoulders.—April, 1910, 7,584,560 lbs., value \$1,043,057; April, 1911, 13,096,915 lbs., value \$1,623,863. For ten months ending April, 1910, 124,915,803 lbs., value \$14,704,085. Same period, 1911, 115,809,996 lbs., value \$15,672,604.

Pork, fresh and pickled.—April, 1910, 2,412,700 lbs., value \$288,633; April, 1911, 3,685,761 lbs., value \$362,080. For ten months ending April, 1910, 30,752,074 lbs., value \$3,259,987. Same period, 1911, 31,717,985 lbs., value \$3,489,031.

Lard.—April, 1910, 16,251,153 lbs., value \$2,109,266; April, 1911, 46,532,977 lbs., value \$4,546,735. For ten months ending April, 1910, 296,560,677 lbs., value \$34,867,763. Same period, 1911, 356,687,148 lbs., value \$41,028,514.

Neutral Lard.—April, 1911, 3,508,525 lbs., value \$366,115. For ten months ending April, 1911, 23,720,032 lbs., value \$2,774,332.

Butter.—April, 1910, 284,660 lbs., value \$76,942; April, 1911, 939,888 lbs., value \$187,411. For ten months ending April, 1910, 2,183,171 lbs., value \$542,486. Same period, 1911, 3,765,266 lbs., value \$815,758.

Total Meat and Dairy Products.—April, 1910, value \$6,603,864; April, 1911, value \$12,320,600. For ten months ending April, 1910, value \$93,502,278. Same period, 1911, value \$100,064,840.

Total Cattle, Hogs and Sheep.—April, 1910, value \$184,374; April, 1911, value \$1,14,092. For ten months ending April, 1910, value \$11,582,191. Same period, 1911, value \$9,291,622.

TRADE GLEANINGS

Morris & Co. have opened their new branchare promoting the establishment of a packing plant at Montgomery, Ala.

E. H. Young is erecting a cottonseed meal grinding plant at Texas City, Tex.

The Armstrong Packing Company has opened a branch house at Hearne, Tex.

S. & S. Company has received a permit to erect its new branch house at Richmond, Va.

The Puritan Soap Company's plant at Rochester, N. Y., has been badly damaged by fire.

The Atlantic Fertilizer Company, Baltimore, Md., will erect a 165 x 68 x 39-foot warehouse.

The Springfield Provision Company's new storage house at Chicopee, Mass., is nearing completion.

The plant of the Schalker Packing Company at Leavenworth, Kan., has been damaged by fire.

The Farmers' Oil and Fertilizer Company, Dawson, Ga., contemplate installing steel towers and tanks.

The Wuichet Fertilizer Company, Dayton, Ohio, has increased its capital stock from \$100,000 to \$150,000.

The burned cottonseed oil mill of the Ninety-Six Oil Mill Company at Ninety-Six, S. C., will be rebuilt.

The Riverside Fertilizer Company, Macon, Ga., has purchased ground on which a fertilizer plant will be erected.

J. C. Haas, R. D. Dusenberry and others

The cottonseed oil mill, ginnery, shingle mill and sawmill of McGill Bros. at Clover, S. C., have been destroyed by fire.

The Farmers' Cotton Oil and Fertilizer Company, Huntsville, Ala., will expend around \$50,000 in enlarging its plant.

J. L. Gribble, R. W. Brown and others have incorporated the Dixie Poultry Farm of Louisville, Ky., with a capital stock of \$5,000.

The I-Got-You Glue Company, Birmingham, Ala., has been incorporated with a capital stock of \$4,000 by C. R. Patterson and others.

The Farmers' Gin and Mill Company, Waverly, Ala., has been incorporated with a capital stock of \$10,000 by J. O. Webb and associates.

The Bellville Cottonseed Oil Company, Bellville, Tex., has been organized with a capital stock of \$30,000. A 30-ton mill will be erected.

Fire on May 18 destroyed the sheep pens and burned 1,000 sheep at the Kansas City (Mo.) stock yards.

The plant of the St. Bernard Rendering and Fertilizing Company, St. Bernard, La., has been destroyed by fire. The plant will be immediately rebuilt.

The Huntington Provision Company, Huntington, W. Va., has been incorporated with a capital stock of \$10,000 by J. L. Hopkins, P. E. Dickinson and others.

The Weymouth Art Leather Company of Boston, Mass., has been incorporated with a capital stock of \$100,000. President, E. H. Taylor, Arlington; treasurer, G. H. Lowe, Jr., Wellesley.

The Blanchard Delinter Company, Montgomery, Ala., has been organized with \$10,000 capital stock to manufacture cottonseed

products. H. B. Battle and others are the incorporators.

Pensacola, Fla.—Swift & Company have awarded contract for their new branch house at this place. Cold storage machinery and smoke house equipment will be installed.

At a meeting of the stockholders of the Gonzales Cotton Oil Mill, Gonzales, Tex., held last week, the following officers were elected: President, August Kleine; treasurer, C. E. Dilworth; secretary, F. M. Fly; manager, J. F. Remschel.

The Opelika Oil and Fertilizer Company, Opelika, Ala., has been incorporated with a capital stock of \$50,000 by T. L. Penn and T. J. Whalley of Opelika. The mill of the Opelika Cotton Oil and Refining Company has been purchased and will be improved.

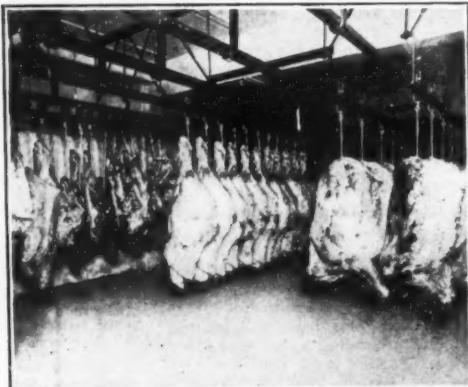
A fire which swept over the leather manufacturing district of Salem, Mass., on May 18, destroyed four large buildings and badly damaged several others, causing a loss of over \$300,000. The L. M. Tigh Leather factory and oil storehouse, the Marrs Leather Embossing Company's plant and the Cass & Daley Leather storehouse were burned, while factories of the American Hide and Leather Company and of Cass & Daley were damaged by smoke and water.

CAPTAIN EVANS LEAVES SOUTHERN.

Capt. F. S. Evans, for a number of years manager at Greenwood, S. C., for the Southern Cotton Oil Company, having in charge the local plants and those in several adjoining towns, has resigned that position, and will devote his whole time to the Panola Cotton Mills, of which he is president. He will be succeeded by Crawford Clapp, of Greenville. Capt. Evans is president of the South Carolina Seed Crushers' Association, and is one of the most prominent cottonseed oil men in the Southeast.

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Correspondence on all subjects of practical interest to our readers is cordially invited.

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HOME MISSIONARY WORK

For a number of years the United States Department of Commerce and Labor has achieved excellent results for American industries by the investigations of foreign markets made by its special representatives. These special agents not only did good work themselves, but they stimulated a spirit of emulation in our consular representatives abroad, many of whom had hardly been alive to their duties in a commercial way. The result has been the collection and transmission of a great amount of valuable information, and the inauguration of a system of commercial investigation on the part of our representatives abroad which promises to prove of permanent value.

Readers of The National Provisioner, espe-

cially in the cottonseed products trade, know what has been accomplished by this work of the special agents. Three special agents of the Department of Commerce and Labor, chosen directly from the ranks of the cottonseed products industry, have gone abroad and have investigated most of the foreign markets for cottonseed products and their competitors. Their investigations have been of the most practical sort, and their published reports have contained a vast amount of matter worthy the close attention and study of the trade their efforts were intended to benefit.

Following the foreign investigations of these special agents the Department sent abroad the former Chief of the Bureau of Manufactures, Major John M. Carson, the executive under whom most of this work had developed. His commission was a roving one, and covered all fields of trade investigation. Benefiting by the experiences of his former subordinates, and by the information they acquired, he has presumably been able to gather up the loose ends and weld the entire study of foreign markets into an effective whole. Some of his reports have been published, and others will possibly follow.

Unfortunately, however, the publication in printed form of these reports of special and commercial agents does not always achieve the best results. American manufacturers are inclined to want to do things their own way, and they are not always as eager to profit by advice and suggestions and the experience of others as are some of their competitors in foreign markets, notably the Germans. It has been one of the stumbling-blocks in the way of success of our export trade, this disinclination to adapt our products and the manner of their shipment to the needs and desires of prospective foreign customers.

The busy American business man will listen where he might not read. You can impress him by personal contact where you might fail with the printed communication. An example of the success of personal contact between our agents who have been abroad and our home manufacturers and exporters is the case of our Minister to Argentina, Mr. Sherrill, whose recent visit to the United States did more to awaken interest in the possibilities for our trade in South America than realms of printed reports would have done. Mr. Sherrill visited the various commercial, manufacturing and export centers and personally addressed the business men, later meeting them personally and answering special questions or giving particular information.

This sort of "home" missionary work" is what is needed to round out the success of the foreign trade campaign of the Department of Commerce and Labor. It would

seem that upon his return Major Carson might do invaluable good could he visit the commercial centers of the country and talk with business men upon what he learned abroad and urge upon them personally the special points to their advantage. The scope of his investigation has been wide, and the good results of such a personal home campaign should be accordingly broad.

In this connection it might be a profitable investment should the Department persuade its former commercial agent, Mr. Julien L. Brode, to re-enter the service long enough to make a tour of commercial centers similar to that suggested for Major Carson. Mr. Brode's recent study of foreign markets did not confine itself entirely to cottonseed products. He proved himself an exceptionally bright, energetic and practical investigator. His reports were read with interest, but it is more than likely that could he come into personal contact with the business interests for whose benefit he went abroad he might do even more good than was accomplished by his published reports.

Congress was liberal to the Department in its last appropriations for the admirable work now being carried on under the direction of Chief Baldwin of the Bureau of Manufactures, and it is probable that some of this money could be profitably expended in the sort of "home missionary campaign" here suggested. Foreign fields in certain of our industries have been pretty thoroughly covered, and it now remains to bring to our trade interests in the most effective way the results obtained from such investigations.

A POINT IN SALESMANSHIP

A baseball bat is a good thing in its place, but you can't sell goods with it.

Some young men seem to have the idea that they can force customers to buy whatever they want to sell, and will actually drive good trade away by trying to force it to buy something it does not want. They have the mistaken idea that a man is showing his salesmanship when he sells something to a customer which is not wanted. The idea is entirely wrong.

Forcing goods of any kind on a customer is not salesmanship. Real salesmanship is shown in getting a customer to really want what you want to sell him. Do not force a sale, against his judgment, but make his judgment demand the goods you want to sell him. That is real salesmanship.

The customer who feels that he wants something you have for sale will be a satisfied customer after he buys, but the customer who finally takes something on your recommendation, but feels that it is not what he wanted, is sure not to be pleased with it later, for he is always picking out its bad points instead of its good ones.

PRACTICAL POINTS FOR THE TRADE

ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.]

TESTS ON HOG CASINGS.

The following inquiry comes from a packer:

Editor The National Provisioner:

Have you any tests on the cleaning of hog casings, and yields of same?

The following information answers the question concerning actual tests, and also answers an inquiry received a few days later from a slaughterer who does not make sausage, and who asks some directions for handling casings, and whether it would pay him to save and handle them properly.

Hog casings should be thoroughly cleaned at once, on coming from the gutter, using plenty of clean cold water. Taking bung guts first, they should be "stripped"—that is, all the dirt taken out—then all the fat trimmed off, leaving the "crown," or big end, intact however. After this they are turned and inspected, then placed in tierces in ice-water, stirring them up frequently so that they are thoroughly and uniformly chilled. Then they are sorted into different lengths and grades, well rubbed with salt, tied in bunches of tens, usually, and packed in tierces.

Export wide guts must be 4 feet 6 inches long, and prime wide not less than 3 feet long, and with full "crown" and free of cuts. Eighty per cent. of such guts is considered a good yield, and they must be fairly big hogs to run eighty of such guts per 100 hogs. All guts and casings are worth saving, and it is well worth while to see that they are not cut.

The main points in handling bung guts is to have a careful gutter, and to see that the guts are thoroughly washed, cleaned, chilled and salted. Insist upon this and it will bring its own reward.

Small guts must be thoroughly stripped by hand, in the first place, and run into cold water, in which they may soak a day.

Then they are placed in warm pickle a day or so, and then cleaned by hand or machine out of warm water, well rubbed in fine salt and packed in bins three or four days. Then they are shaken out, re-rubbed with fine packing salt, and packed in tierces, barrels or kegs, in bundles weighing about four pounds each. Usually it takes four hogs to yield one pound of cured casings free of salt.

Casings should be packed as tight as possible, using a heavy maul as each layer is placed. Careful pulling should be exercised in the first instance, so that there may be a minimum of short pieces.

A test made of 49,507 hogs showed a yield of 34,480 No. 1 bung guts and 13,384 lbs. of casings, on which the contractor made a net profit of 4½ cents per hog, on a basis of 2½ cents per hog for casings and 2½ cents each for bungs; this was after paying for ice, salt, tierces, freight and labor. Casings were figured at 30c. per lb. and guts at 4½ cents each.

Another test showed a similar result—nearer 5 cents profit per hog, however. Unquestionably casings are worth saving and handling properly, whether the packer makes sausage or not.

YIELD OF LARD PER HOG.

A Southern slaughterer writes as follows:

Editor The National Provisioner:

Can you give us an idea of the average yield of lard per hog?

The yield of lard per hog differs according to the quality of hog and the cuts made therefrom. Hogs tanked for lard, exclusive of lean meats—pork loins, skinned shoulders and hams—would run about 46 per cent. lard; that is, of the live weight. Hogs cut into hams, butts, picnics, pork loins and bellies will figure about 24 per cent. lard. Hogs cut into sides, shoulders and hams will run 13 per cent. of lard, and about the same when cut into Cumberland middles and long-cut hams. The lowest percentage of lard obtained is in the manufacture of Wiltshire sides, which means the whole side of the hog in one piece. The lard in this instance runs 9½ to 10 per cent. of the live weight.

Do you keep an eye on the "Practical Points for the Trade" page? Watch it every week.

HELPFUL FOREIGN TARIFF DATA.

The Bureau of Manufactures of the Department of Commerce and Labor is planning to make its foreign tariff work more directly helpful to manufacturers and exporters of the United States. It possesses exceptional facilities for supplying the latest exact information concerning tariff rates and the customs formalities incident to the entry of goods into foreign countries. In addition to the latest official customs tariffs of nearly all foreign countries, customs decisions and other official publications to the number of a thousand a month are regularly read and filed to keep the tariffs fully up to date.

The tariff publications of the bureau, which are being extended as rapidly as possible, now fall into the following general classes:

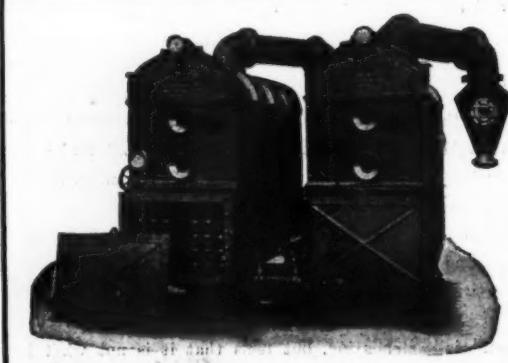
1.—The translation and publication in pamphlet form of the entire customs tariffs of particular countries with such explanatory matter as seems desirable. The customs tariffs of Germany, Italy, France, Mexico, the United Kingdom, Australia, New Zealand and several other British colonies have already been published.

2.—The publication in similar form of rates of duty of all countries on particular classes of commodities—for example, leather and leather manufactures, agricultural products, and machinery of every description. Similar pamphlets give the regulations governing commercial travelers abroad and the consular regulations of all foreign countries.

3.—All proposed and recent changes in rates or regulations of foreign countries that effect imports of merchandise from the United States are given publicity through the columns of the Daily Consular and Trade Reports immediately upon their receipt, and for convenience of reference are assembled and issued separately, as often as is deemed necessary, under the title "Foreign Tariff Notes."

A list of individuals engaged in foreign trade is being formed, showing the articles of merchandise and the countries in which each is particularly interested, with the two-fold object of keeping exporters fully informed of all tariff changes abroad and of selecting for immediate treatment the subjects that will prove most generally helpful. In order to facilitate the compilation of such a list a circular letter is being sent out to the trade, and copies may be obtained from the Bureau of Manufactures.

Watch page 48 for bargains.



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FOR PURCHASING DEPARTMENTS

FIRE AND WATERPROOF ROOFING.

The constantly increasing annual fire loss in the United States has induced engineers interested in fire protection to seek with renewed zeal for all practical methods of lessening the danger of ignition and spread of flames. As a result of this tile, vitrified facings, terra cotta, concrete construction and numerous other fire-resisting materials have been developed for use in all parts of buildings except the roof, while but few important improvements have been made in roofing materials, notwithstanding the fact that authorities claim that from 27 per cent. to 50 per cent. of the conflagrations are the result of flames being communicated to adjoining buildings by burning sparks and embers falling on an inflammable roof.

Factories, barns, etc., are probably more at the mercy of burning sparks and embers than other types of buildings, because they are usually covered with so-called ready roofs, made of highly inflammable materials. There is one roofing of this type, known as J-M Asbestos Roofing, which is being largely used on factories and large buildings, which seems to overcome the objections to this type. It is said to be so fireproof that it will withstand the flames of a blow-torch for an hour without being injured. This roofing is made by the H. W. Johns-Manville Co., of New York, well-known as manufacturers of asbestos products.

This roofing is made of asbestos (a stone) and Trinidad lake asphalt (a mineral). The asbestos rock when it comes from the mines is in appearance much the same as other rock, as will be noted from the illustration.



SAMPLE OF ASBESTOS ROCK.

When scientifically crushed this rock produces long, tough fibers which are woven into cloth for asbestos theatre curtains, made into sheets of felt for roofing, and treated in various ways for making hundreds of different fireproofing materials.

In making this roofing, several sheets of this asbestos felt are thoroughly saturated with genuine Trinidad lake asphalt, well-known as a most permanent water-proofing material. These sheets are then cemented firmly together with this asphalt, making one homogeneous mass. This then constitutes an actual covering of stone, which because of its all-mineral nature not only offers to a building protection against fire, water, wind and weather, but which also naturally cannot rot, rust, melt, run or crack, and requires no painting to preserve it.

A copy of the very handsomely illustrated catalogue, describing this roofing, issued by the manufacturers will be sent to any reader inquiring for it.

Watch page 48 for business openings.

WILLIAMS CRUSHER PATENTS WIN.

The Williams Patent Crusher & Pulverizer Company of Chicago and St. Louis announces its victory in patent litigation involving its hammer crushers and grinders in the following notice:

The United States Circuit Court of Appeals at Philadelphia rendered its final decision in the suit that we brought against the Pennsylvania Crusher Company some time ago for infringement of our patent No. 843,729 for improvements in Dumping Cages for Crushers and Pulverizers. This decision of the Court of Appeals handed down in the March term, 1911, concludes "the record will be remanded with instructions to the Circuit Court to enter a decree reversing the former one adjudging claims 1 and 2 of the patent in suit to be valid and infringed and awarding to the complainant an injunction with the usual accounting and costs of suit."

Under the law, a user of an infringing machine is liable for his acts of infringements. The maker and seller of the infringing machine in question has been found to have infringed our patent No. 843,729, and the Court of Appeals, in addition, has found the infringed claims of said patent to be valid.

It is our intention to protect our rights as secured to us by the above patent and numerous other patents which have been granted on improvements we have made in crushing and pulverizing machinery and the public is warned against buying crushing and pulverizing machines which infringe any of the company's 87 separate and distinct patents on hammer crushers and grinders.

"BOSS" ELECTRIC BEEF HOISTS.

The Cincinnati Butchers' Supply Company make it a special feature to operate their different "Boss" machines with electric motors, direct-connected. They have lately installed two motor-driven beef friction hoists at the abattoir of the E. Kahn's Sons Co., and received the other day the following very flattering recommendation:

Cincinnati, Ohio, April 19, 1911.
The Cincinnati Butchers' Supply Company.

Gentlemen: We are pleased to inform you that the electric motor-driven "Boss" beef hoists you installed in our abattoir do perfect work. The electric controller that cuts off the current when hoists are not in use, and controls their operation up or down we consider a very practical, current saving device, that soon pays for itself. These hoists are in practical use every day, and we will gladly show them to any butcher or packer that wants up-to-date power hoisting machinery.

Respectfully yours,
THE E. KAHN SONS CO.
(Signed) Albert H. Kahn, Supt.

BRECHT REFRIGERATING EQUIPMENT.

The Brecht Company, from their Western branches at Denver and San Francisco, have just installed a two-ton refrigerating plant in the Inter Ocean Hotel, Cheyenne, Wyo. In addition to the mechanical refrigerating plant, this company has installed big cold storage rooms and special ice boxes throughout the hotel.

They have also just furnished to W. M. Kettle, Corning, Cal., a two-ton double-pipe brine cooler, centrifugal pump, and enclosed brine pipe for cold storage room, 10 x 12 x 11 feet high.

COCOANUT OIL FROM MARSEILLE.

Consul General A. Gaulin reports that Marseille sold to the United States last year 34,859 barrels of cocoanut oil, valued at nearly \$1,000,000, or double the amount recorded in 1909 and almost three times as much as in 1908. The shipments from the Marseille district since the beginning of the current year have been greater than during the corresponding months of 1910. Higher prices also prevailed.

Watch page 48 for a good job.



SPECIFY GENUINE JENKINS DISCS FOR YOUR VALVES IF YOU WISH GUARANTEED SERVICE

The materials used in their manufacture are the best that can be obtained, and are compounded with great accuracy. Jenkins Discs are made of hard composition for steam use, while softer discs are made expressly for water, gas or air service. If in doubt at any time as to the proper kind to use, write us. We shall be glad to give your requirements our particular attention.

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ICE AND REFRIGERATION

ICE NOTES.

Miami, Fla.—The Miami Ice and Cold Storage Company will install an absorption machine.

Granger, Tex.—The Granger Oil Mill Company is installing machinery for the manufacture of ice.

Bogue Chito, Miss.—R. G. Woolton and others are promoting the establishment of a creamery plant.

Des Moines, Ia.—The ice plant of the Des Moines Ice and Cold Storage Company will be completed shortly.

Mechanicsville, N. Y.—The cold storage plant at this place has been destroyed by fire, with a loss of \$20,000.

Pulaski, Tenn.—The Pulaski Ice and Storage Company's ice and cold storage plant has been damaged by fire.

Macon, Ga.—C. E. Newton & Brother will erect a two-story and basement cold storage warehouse 130 x 52 feet.

Baltimore, Md.—The Independent Ice Company has purchased the plant of Atlantic Ice Company on Frederick street.

Union Wharf, Me.—A cold storage plant is soon to be erected at this place by the Union Packing & Refrigerating Company, of Boston street.

Baltimore, Md.—Plans have been completed for the new ice plant which the Knickerbocker Ice Company will erect at York and Williams streets at a cost of \$25,000.

Pensacola, Fla.—Swift & Company have awarded contract for their new branch house at this place. Cold storage machinery and smoke house equipment will be installed.

Worcester, Mass.—The Producers' and Consumers' Milk Company has been incorporated with a capital stock of \$50,000. President, C. D. Sage, of North Brookfield; treasurer, W. C. Jewett, of Worcester.

South Bend, Ind.—Plans have been prepared for the erection of the new ice and cold storage plant for the Butzbach Fruit and Cold Storage Company, recently incorporated with a capital stock of \$300,000.

RABBIT INDUSTRY IS DYING OUT.

The rabbit industry in Victoria is stated to be slowly but surely disappearing. The first export of frozen rabbits was made in 1894, in which year 14,928 rabbits were sent to England. Next year the total was 431,716. In 1909 the total was 5,678,224, and 1905, 10,258,356. Since that year the total has gradually declined till last year it had come down to 2,841,648 rabbits exported. Exporters and agriculturists alike are pleased at this result. The former have all their available freezing plants occupied with meat and butter and cheese, while the latter view the gradual extinction of the rabbit pest with composure.—*The Lancet*.

CONSTRUCTION OF ABATTOIRS.

(Continued from page 17.)

rooms are "insulated," which is only a method to reduce to a minimum the diffusion of the air.

When only natural ventilation is employed the action of the wind is depended upon to give the required ventilation. Open windows and doors allow the entrance of moving masses of air. When the openings are sufficient in number and properly placed this method gives acceptable results; but when the outside air becomes cold, as in winter, the windows are closed more or less and in consequence the rooms do not get the necessary ventilation.

Another objection to the system of natural ventilation is that the air admitted in some instances is fully as foul as the air in the room, so that practically no ventilation takes place. The admitted air may be cooler, but not of better quality. When the carbon dioxide does not exceed 6 or 7 parts in 10,000 the air is good, and any system that will keep it down to this may be called good. But in order that the carbon dioxide may be kept as low as 6 or 7 parts by volume in 10,000 parts, it will usually be found necessary to install a system of artificial ventilation.

Artificial Ventilation.

Artificial ventilation is that form of ventilation in which the movement of air is produced by artificial contrivances. These may be of two kinds—heat and mechanical—and either of these may be arranged for extraction of the foul or vitiated air or propulsion of fresh air. The former is sometimes called the vacuum and the latter the plenum system.

In practice, heat is employed only as a means of ventilation by extraction, not by propulsion. The most common method is to introduce coils of hot water or steam pipes or gas burners in a ventilating shaft. Whatever the source of the heat, it is best to place it at the bottom of the shaft and not at the top, except when it is desired to extract the steam from a room through a vertical flue constructed of metal. In this case if the heating pipes are placed near the top they will warm the metal of the flue, thus preventing to a great extent the condensation of the steam.

The great disadvantage of extraction by heat is its irregularity of action, as it is almost impossible to regulate the temperature of the column of heated air; conse-

quently the upward current will sometimes be far more rapid than at other times. It is also expensive to maintain on a large scale.

The mechanical means used are chiefly fans. The fans are almost always rotary, and may be either centrifugal or axial. Axial fans are more suitable where a large volume at low pressure and velocity is required; centrifugal fans are better for the production of high velocity and high pressure. It should be noted, however, that a large fan worked at low pressure is more economical than a small one at high speed. The blades are best curved in centrifugal fans, and flat and inclined in axial fans.

Fans can be used either for extraction or propulsion, and may derive their motive power from engines or electric motors. The amount of air delivered can be calculated by taking the velocity of revolution of the extremities of the fan; three-fourths of this equals the velocity of the air, this allowance being necessary on account of friction. The sectional area of the conduit being known, the delivery per second can be calculated from these data.

Points to Be Remembered in Ventilating.

Certain points require attention in all arrangements for artificial or mechanical ventilation:

1. The point of intake for the fresh air must be selected at such a location as will insure the air being pure, and, as a general rule, the purest air will be found at a height of 10 to 15 feet above the ground, unless influenced by local conditions such as the close proximity to slush boxes, fertilizer buildings, stables, cattle yards or pens, air vents of sewer, or similar conditions.

2. In the last-mentioned cases the air would require cleansing or filtering. This may be done by means of screens of coarse cloth or cotton, and the air may then be washed by passing it through spray or through a wire screen over which a fine stream of water is running. This adds moisture to the air, and if it is to be forced into chill rooms it will require drying.

3. The temperature of the incoming air should be under control. It may be chilled by passing over and through refrigerating coils, or it may be heated by passing across steam coils.

4. The channels through which the air is conducted must be so arranged as to be easily cleansed. This is especially necessary in the propulsion method. Extraction shafts also require to be kept clean.

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CHICAGO, F. C. Schapper, Wakem & McLaughlin
CINCINNATI, Pan Handle Storage Warehouse,
The Burger Bros. Co.
CLEVELAND, General Cartage & Storage Co.,
Henry Bollinger.
DETROIT, Riverside Storage & Cartage Co.,
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MEXICO, D. F., Ernst O. Heinsdorff.
NEW YORK, Brewers' & Bottlers' Supply Co.
NEW ORLEANS, Iron Warehouses.
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WASHINGTON, Littlefield, Alvord & Co.

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The extraction method is less costly than the propulsion method, but it has the disadvantage of not having the source of the incoming air under control, and consequently impure air may be admitted. In the propulsion method the inlets are entirely under control if properly arranged, and the purity of the air can be assured. A proper diffusion throughout the room is more easily effected as well. It is sometimes an advantage to combine the two methods.

(To be continued.)

READING ABATTOIR COMPANY PLANT.

The new plant of the Reading Abattoir Company at Reading, Pa., was formally opened a few days ago, with a luncheon and band concert and general inspection by thousands of people. The plant is of fireproof and the latest sanitary construction, and the main structure is 240 by 446 feet. C. B. Comstock of New York is the architect.

In the abattoir proper there are two shipping rooms on the first floor, each 45x32 feet. They are divided into two apartments, one for city and the other for foreign trade. The offices, located on the Pine street side of the building, are finished in quartered oak. The shipping room has three cooler salesrooms, for provisions, fresh pork and sausage, and for lard and smoked meats. The building is equipped with three steam hydraulic elevators.

A general storage room on the second floor is 60x32 feet in dimensions. The workmen's dressing quarters are also on the second floor and each man has his own locker. In the general storage room is located the hydraulic pump which operates the sausage stuffers.

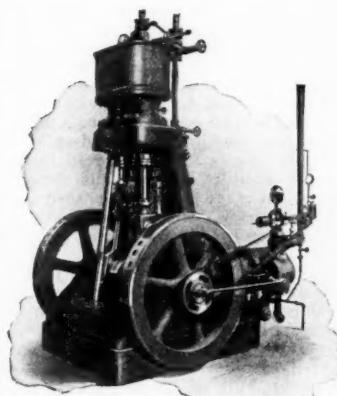
The third floor is used as the hog-killing floor. The apparatus is the latest, including hoists, scrapers, etc. The cutting and chill rooms are 16x60 feet in dimensions. An auxiliary room to the sausage department, 32x32 feet in dimensions is used as a curing room.

The sausage room, 48x32 feet, is equipped with duplicate machinery, so that in case of a breakdown, operations may be continued without interruption. There are two hydraulic stuffers and two cutters. The mixers and grinders are driven by a 30 horsepower motor.

After the hams have been chilled they are placed in a chute leading to the basement or pickling room, which is 112x90 feet. The lard refinery is on the third floor. The lard is run through a pipe line into a cooling room on the first floor, where it is tapped and placed in barrels and cans.

The firing places for the smoke house are

WATCH PAGE 48 FOR BUSINESS CHANCES



YORK ICE MACHINES

comprise all sizes and types of the ammonia compression and absorption systems of ice-making and refrigeration.

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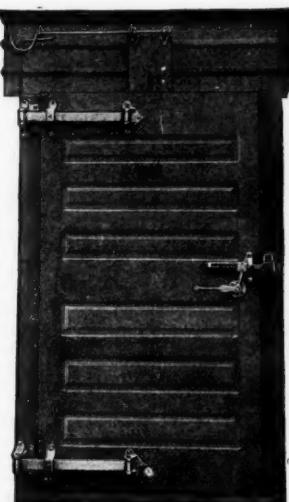
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Hagerstown, Maryland

May 20, 1911.

in the basement. The sawdust and wood bins have a capacity of two carloads. The pumps that circulate the brine for the cooling rooms are also in the basement.

The cattle are taken into the building from the south side. They are driven through a small alley on the first floor in which they cannot turn and are felled. A large door, working automatically, raises and the bullock rolls out upon the floor. A large chain hoists it into the air, and it is then stuck and bled. The skinners then get at work. The hides are dropped through a chute into the hide department, directly below the slaughter house, to be cured, and they are then sent to the tanners.

After the hide has been removed, the entrails are taken out and the carcass weighed and taken to the chill cooler on tracks, where it is left for 24 hours. The quartering cooler room is 45x32 feet in dimensions. The walls are white enameled and the floor is of cement. After the quartering process has been finished, the parts are weighed and taken to the shipping room and thence to the platform, where they are loaded on teams and delivered to the firm's trade in various parts of the city.

The entrails are dropped on a truck through an opening in the floor and taken through a tunnel, which connects the tankage building with the abattoir. Here the entrails are worked up into fertilizer. The blood from the slaughtered cattle and hogs is drained through a pipe to the basement of the tankage building, where it is received in a large tank. By means of steam pressure the blood is forced to the third floor, where it is boiled in a closed tank, which is absolutely odorless and sanitary. The blood when dried is used for fertilizing purposes.

The third floor of the tankage building and the abattoir proper is connected by a reinforced concrete bridge, over which the waste material is conveyed to the former. The material is first put in a cutter, then through a washer, after which it is placed in the rendering tank, where the grease is extracted. The tankage drops into a revolving steam dryer and when it finally comes out it is the finished product. The first floor of the tankage building is used for a shipping room for the fertilizer and is connected with the railroad siding.

There is a laundry on the third floor of the engine building, where the covers, overalls of the workmen and their coats are laundered. A machine shop equipped with all kinds of machinists' tools, including a lathe, is also located on the top floor.

The engine room is located on the first floor of the machinery building. There are a 65-ton and a 30-ton horizontal refrigerating machine, which refrigerates the entire plant. The engine room is 48x48 feet in dimensions. There are two directly connected units, one of 100 k. w. and another of 50 k. w. The plant is operated and illuminated by electricity. The boiler house is equipped with two 150 h. p. and one 100 h. p. boilers. The coal is dropped from a conveyor, operated by a motor, directly in front of the boilers.

Each floor is equipped with fire connections and every department is equipped with large standard scales. The stable, which has accommodations for 18 head of horses, is a two-story modern brick structure.

The cost of insulating the plant was about \$10,000. Ten carloads or 300,000 pounds of steel were used in its construction. Thirty-five carloads or 1,050,000 pounds of Portland cement, 105 carloads or 3,150,000 pounds of sharp sand, 175 carloads or 5,250,000 pounds of limestone spalls, over 1,100,000 bricks were used, and enough iron pipe to convey water from Lebanon to Reading. The dimensions of the plant are 240x446 feet.

CLASSES AND GRADES OF MEAT.

(Continued from page 16.)

inches. Average weights vary from about 110 to 170 pounds. "Cumberland," "Wiltshire" and long clear sides, "English" bellies and domestic breakfast-bacon bellies are made from this grade.

Common bacon hogs are below the average in finish, quality and weight. Though a hog may have the proper amount of fat, if it is unevenly distributed over the back and belly and not well mixed with the lean, the sides are not adapted to making good bacon. Carcasses that are too fat to grade as good bacon hogs are classified as packers rather than common bacon. The latter are principally light unfinished carcasses, the poorest of which are so thin as to be known as "skippy" or "skinny" hogs.

The grade also includes some that have sufficient fat and weight but are soft and dark-colored in their flesh and fat and coarse in general appearance. Average weights of this grade are 90 to 110 pounds, but a few range from 60 to 130 pounds. Common to medium bacon hogs weighing 90 to 130 pounds are used for long rib sides, and 60 to 110-pound averages are made into Dublin middles. The latter, though of the same weights as heavy pigs, are generally distinguished from them by darker colored flesh and harder, whiter bones.

Shippers.

Shippers are similar to butcher hogs in shape and quality, but are lighter in weight and generally not as highly finished, having only a moderate covering of fat and a comparatively small amount of leaf fat. As compared with bacon hogs they are shorter and thicker-bodied, have a deeper and less even covering of fat, heavier jowls and show less age in proportion to their weight and general development. They average 100 to 160 pounds and are dressed "head-on." Since their chief use is for fresh retail trade they must be carefully selected, and carcasses of this weight that show a marked lack of quality such as thick, rough skin, coarse bones, dark color or very uneven covering are classified as light packing hogs.

This is the only class of hogs that is extensively sold in the whole carcass. They are shipped in car lots to Eastern points, especially New York City, Boston, Buffalo and various New England cities, where they are used both for fresh retail trade and for the manufacture of "home-packed" meats.

The term "shipper" is also applied by some packers to all other carcasses that are dressed "shipper style," and they are quoted in weights from 40 to 280 pounds. In this case, carcasses heavier than 160 pounds are selected from loin hogs, and those lighter than 100 pounds are the class described below as pigs. Heavy hogs quoted in this way are bought principally by retailers in small cities and towns, but the trade is very limited and has been largely replaced by pork loins. Shippers of all grades are sold most extensively during the winter months, when demand for fresh pork is greatest.

Pigs.

Pigs are carcasses of light young swine that are comparatively lean and light colored in flesh, with thin, soft skin, soft red bones, and weighing from 20 to 100 pounds. They are dressed "shipper style" and are often quoted together with shipper hogs. Thin and coarse or staggy pigs are frequently termed "throw-outs."

Pigs are chiefly used for fresh trade in small retail markets, where the heavier grades are cut into chops, pork steaks, hams

and other fresh cuts, and the smaller carcasses are retailed to certain laboring classes by whom they are used for boiling purposes. New York is the leading shipping point for 80 to 100-pound pigs. The mining districts of Pennsylvania take many of the lighter averages, 60 pounds and under. "Export pigs" are selected carcasses of choice quality averaging 80 to 100 pounds, dressed "head off" and wrapped in muslin.

Roasting pigs are dressed sucking pigs which are fat and smooth, with white skin and flesh indicating a well-nourished condition. They are country-dressed, as a rule, with head on and the carcass opened only from the crotch to the brisket. Roasters are principally shipped like winter lambs direct to the hotels and restaurants that use them. The most desirable size is 15 to 20 pounds, but pigs weighing 10 to 30 pounds are used.

(To be continued.)

PROBE HIDE AND WOOL FREIGHTS.

A comprehensive investigation of alleged unreasonable freight rates on wool, hides and pelts from Western points or origin to Eastern destinations was ordered last week by the Interstate Commerce Commission. The inquiry will affect wool, hide and pelt rates throughout the country.

The investigation, instituted on the Commission's own initiative, developed from complaints filed by the National Wool Growers' Association and the Oregon Railroad Commission against Western carriers, alleging that existing rates on wool, hides and pelts were excessive, exorbitant and discriminatory. The result of the investigation, as indicated by the order, will be the issuance of a mandate of the Commission fixing reasonable rates on the three commodities. No date yet has been fixed for the beginning of the inquiry.

PROVISION MAN DIES ABROAD.

Suddenly taken ill while in London, Frank Spruance, of Philadelphia, for many years manager of J. H. Michener & Company, provision merchants, died last Saturday, in the Hotel Cecil. Mr. Spruance had gone abroad in the hope of recuperating from a long illness. The immediate cause of death was apoplexy. Mr. Spruance was 50 years old and a native of Delaware. He is survived by a widow, a daughter and two sons.

INVESTIGATING MEAT RATES.

The Interstate Commerce Commission has begun an investigation of rates on packing-house products between Chicago and the Far West and of the charges made by the railroads for milling-in-transit grain shipped to Chicago. The complaints in both cases charge illegal discrimination.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Waiting Markets—Professional Trading—
Moderate Hog Movement—Quality Fair—
Exports Maintained—Markets Waiting
Developments.**

The fluctuations in the future market have been very limited the past week with no distinct tendency to the market. There have been sharp changes in May pork, the result of closing out of long or short accounts, but there has been no volume of trading of any moment, and the interest in the forward deliveries has been extremely limited.

Speculatively the market is waiting the developments which will give some clue to the hog movement the coming summer and also some clue as to what will be the volume of demand at prevailing prices. It has been so long since prices were on the present levels that the market has not yet sized up the situation in a way to show a comprehensive judgment of the situation as to probable supply and probable demand.

The Supreme Court decision given this week to a certain extent clears the atmosphere of uncertainty regarding the business developments and the probabilities of trade conditions. Prominent authorities claim that the decision will release vast quantities of capital seeking investment which will go into new enterprises, and such increased activity will very naturally increase the volume of demand for food stuffs. The action of the court, however, regarding the packers' suit is a factor which brings some uncertainty into the packing and provision situation, and this may to a certain extent off-

set the results of the decision in the oil case.

The movement of hogs has been somewhat lighter of late, and this has had a steady influence on the situation, although the decrease in the movement has not been sufficient to be a very pronounced factor in the situation. The fact, however, that the hog movement is decreasing has a reassuring influence and shows that the pressure for the time being at least is off the market. The decrease in the receipts at the six leading points for the past week was about 60,000 hogs compared with the preceding week, while the total was only 65,000 hogs more than a year ago.

A study of the hog supply situation presents some interesting phases. It is admitted that the supply of hogs in the country is this year considerably more than last year, but there is grave doubt in the minds of some whether the available supply is still much heavier than a year ago, or whether the increase in marketings since March 1 has absorbed an important portion of this increased supply. The packing since March 1 has shown an increase of 1,780,000 hogs at Western points, which means that that amount of the increase in the supply has been merchandized, is out of the way, and will not come into market again for distribution.

A comparison of movement this year with last year is scarcely a fair one. The receipts last year were abnormally small, and a comparison with preceding years is much fairer. The packing this season since March 1 has been 5,685,000 hogs compared with 5,300,000 hogs two years ago, and 5,575,000

hogs three years ago. When compared with these figures the increase in the movement this year does not seem so overpowering. The price at which hogs are selling now compared with last year is fully as impressive as the difference in the number of hogs packed. The average the past week was \$6.60 against \$9.58 last year, and last year's price at this time was more than \$1 under the high. When the average is compared with former years; however, the discounts are not as pronounced. Two years ago the average price was \$7.28, and three years ago it was only \$5.52. The range on July pork in May, 1909, was \$17.95 to \$19.02½, and in May, 1908, was \$13.30 to \$13.80.

The export movement of provision products is keeping up in a very satisfactory way. The actual business is not reflected in the amount of trading done through the ordinary shipping channels, but seems to be the result of large shipments from the interior direct. Western packing interests have evidently succeeded in controlling a very important part of the trade, and shippers who have handled business heretofore are not getting their ordinary proportions. The increase in the exports of meats and pork since November 1 has been about 14,000,000 lbs., the gain being in the last few weeks, while the increase in the exports of lard have been 91,000,000 lbs., this gain practically all coming since the opening of the new year. The exports of lard have amounted to 303,000,000 lbs. so far this season.

The hardening in the price of feeding stuffs has been a factor of some importance

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May 20, 1911.

in the hog situation. At the low point some of the low grades of corn were around 40 cents in Chicago, and the contract delivery was only about 5 or 6 cents premium. Now the range of corn, excepting on the very low qualities, is from 50 cents for No. 4 corn up to 54½ for No. 2 White, and No. 2 corn is worth a little premium, about 1c. a bu. on the May delivery compared with about 1½c. discount. This advance in the price of corn and feed stuffs represents a gain in the feeding costs of approximately \$1 a hundred, which has not been offset by the movement in the price of hogs.

BEEF.—The market has shown a little decline in values the past week. Offerings have been more liberal from the West and the demand has remained quiet. Quoted: Family, \$13.50@14; mess, \$12.50@13; packet, \$13@13.50; extra India mess, \$20@20.50.

PORK.—The market is quiet and a little easier with some concessions being made owing to the weakness of the Western markets. Mess is quoted at \$17.75@18.25; clear, \$16@18; family, \$18.50@20.

LARD.—The market is quiet and steady. Prices have changed but little the past week with local business of moderate volume. City steam, \$7.87½; Middle West, \$8.25@

8.35; Western, \$8.35; refined Continent, \$8.55; South American, \$9.60; Brazil, kegs, \$10.60; compound lard, 7½@7¾c.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

Exports of hog products from New York reported up to Wednesday, May 17, 1911:

BACON.—Antwerp, Belguim, 60,646 lbs.; Barcelona, Spain, 5,250 lbs.; Christiania, Norway, 56,412 lbs.; Colon, Panama, 2,809 lbs.; Drontheim, Norway, 31,493 lbs.; Fiume, Austria, 16,092 lbs.; Glasgow, Scotland, 86,713 lbs.; Genoa, Italy, 99,896 lbs.; Hamburg, Germany, 47,105 lbs.; Havana, Cuba, 25,738 lbs.; Havre, France, 30,640 lbs.; Kingston, W. I., 977 lbs.; Liverpool, England, 583,366 lbs.; London, England, 2,506 lbs.; Manchester, England, 32,129 lbs.; Naples, Italy, 17,731 lbs.; Nassau, W. I., 1,202 lbs.; Nuevitas, Cuba, 10,852 lbs.; Port Padre, 2,043 lbs.; Para, Brazil, 24,829 lbs.; Ravenna, Italy, 15,003 lbs.; Rotterdam, Holland, 133,617 lbs.; St. Johns, N. F., 31,080 lbs.; Santiago, Cuba, 95,337 lbs.; Trieste, Austria, 441,678 lbs.; Venice, Italy, 35,061 lbs.

HAMS.—Antwerp, Belgium, 209,825 lbs.; Amsterdam, Holland, 35,838 lbs.; Barbados, W. I., 1,136 lbs.; Barcelona, Spain, 7,556 lbs.; Christiania, Norway, 16,375 lbs.; Cadiz, Spain, 1,878 lbs.; Colon, Panama, 4,850 lbs.; Demerara, British Guiana, 5,999 lbs.; Genoa, Italy, 12,703 lbs.; Glasgow, Scotland, 306,640 lbs.; Guayaquil, Ecuador, 784 lbs.; Havana, Cuba, 7,772 lbs.; Hamilton, W. I., 4,713 lbs.; Kingston, W. I., 3,015 lbs.; Liverpool, England, 373,827 lbs.; London, England, 207,902 lbs.; Manchester, England, 3,023 lbs.; Nuevitas, Cuba, 9,109 lbs.; Port Cabello, Venezuela, 1,972 lbs.; Port Limon, C. R., 8,010 lbs.; Port au Prince, W. I., 5,096 lbs.; Santiago, Cuba, 7,389 lbs.; Southampton, England, 3,492 lbs.; Vera Cruz, Mexico, 1,226 lbs.

LARD.—Antwerp, Belgium, 827,631 lbs.; Amsterdam, Holland, 39,551 lbs.; Acajutla, Salvador, 21,000 lbs.; Ancona, Italy, 21,795 lbs.; Arendal, Norway, 3,200 lbs.; Beira, Africa, 10,940 lbs.; Bremen, Germany, 137,500 lbs.; Buenos Ayres, Brazil, 4,200 lbs.; Bari, Italy, 20,900 lbs.; Barranquilla, Colombia, 42,638 lbs.; Bluefields, Nicaragua, 2,797 lbs.; Barbados, W. I., 7,426 lbs.; Barcelona, Spain, 1,120 lbs.; Bremerhaven, Germany, 2,200 lbs.; Christiania, Norway, 50,009 lbs.; Catania, Sicily, 2,750 lbs.; Curacao, Leeward Islands, 7,919 lbs.; Colon, Panama, 42,182 lbs.; Cadiz, Spain, 14,095 lbs.; Cape Town, Africa, 107,293 lbs.; Copenhagen, Denmark, 309,463 lbs.; Danzig, Germany, 16,050 lbs.; Drontheim, Norway, 5,900 lbs.; Emden, Germany, 32,100 lbs.; Gothenberg, Sweden, 17,500 lbs.; Freeport, Africa, 2,550 lbs.; Glasgow, Scotland, 99,340 lbs.; Genoa, Italy, 84,700 lbs.; Guaya-

(Continued on next page.)

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, May 13, 1911, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Bacon										
	Oil	Cottonseed	and	Cake,	Oil	Cheese,	Hams,	Tallow,	Beef,	Pork,	Lard,
	Bags.	Bbls.	Bags.	Bbls.	Bags.	Bbls.	Bbls.	Bags.	Bbls.	Tcs.	Pkgs.
Baltic, Liverpool	1311	....	1346	1392	....	35	....	493	2032		
Caronia, Liverpool	....		1191	191	....			478	....	
Lusitania, Liverpool	....		3044	869	80	40	10	340	325		
*Minneapolis, London	100	230	166	....	25	....	150	393	....	
*Philadelphia, Southampton	200	300	708	....			75	1050	....	
Majestic, Southampton	....		890	310	....			400	....	
Calderon, Manchester	1263	....	95	....			249	5010	....	
*New York City, Bristol	668	....	5	....				1100	....	
*California, Glasgow	50	....	562	....			50	195	559	....
Amerika, Hamburg	100	....	....	100	15	....	915	2556	....	
Cincinnati, Hamburg	....		75	325	150	180	1900	6775	....	
Bulgaria, Hamburg	....		100	....					....
Nieuw Amsterdam, Rotterdam	8622	60	295	....	235	....	1490	6975	....	
Campanello, Rotterdam	2138	....								
Finland, Antwerp	1748	149	....	489	....		70	750	5690	....
Kronprinz Wilhelm, Bremen	....		....	....	25	....		200	....	
Breslau, Bremen	....							300	....	
Hellig Olav, Baltic	579	....	160	85	226	....	965	1025	....	
La Provence, Havre	....		56	....			400	375	....	
Koenigin Luise, Mediterranean	75	....	230	....	25	....	25	2430	....	
San Giorgio, Mediterranean	....		....	25	....			20	....	
Cretic, Mediterranean	....		....	....			
Laura, Mediterranean	1625	....	555	....			1445	4010	....	
Indiana, Mediterranean	50	....	....	....				....
Total	14487	4251	7001	6183	690	776	310	9870	44761	....
Last week	17466	5395	5480	7451	621	654	281	7945	43562	....
Same time in 1910	26088	2323	749	2357	686	287	492	6047	21657	

*Cargo estimated by steamship company.

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EXPORTS OF PROVISIONS

Exports of hog products for the week ending May 13, 1911, with comparative tables:

PORK, BBLS.	From		
	Week May 13, 1911.	Week May 14, 1910.	Nov. 1, 1911.
To—			
United Kingdom	500	630	13,968
Continent	132	308	6,632
So. & Cen. Am.	361	222	11,367
West Indies	571	629	23,651
Br. No. Am. Col.	9	5	6,471
Other countries	....	....	184
Total	1,573	1,794	62,274

MEATS, LBS.

United Kingdom	5,412,075	2,692,500	151,784,595
Continent	1,423,800	43,375	16,768,600
So. & Cen. Am.	102,775	121,950	3,754,575
West Indies	219,350	201,300	7,145,203
Br. No. Am. Col.	....	....	107,373
Other countries	7,600	6,000	210,125
Total	7,165,600	3,067,425	179,770,473

LARD, LBS.

United Kingdom	3,729,150	4,232,824	130,325,749
Continent	6,140,600	1,167,750	133,810,198
So. & Cen. Am.	512,600	456,500	14,269,500
West Indies	615,500	865,000	23,473,492
Br. No. Am. Col.	43,600	....	411,353
Other countries	....	55,200	1,114,500
Total	11,002,210	6,777,374	303,404,792

RECAPITULATION OF THE WEEK'S EXPORTS.

Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	1,054	3,934,556
Boston	60	596,925
Philadelphia	....	42,000
Baltimore	....	13,125
New Orleans	450	122,000
Galveston	....	32,000
Montreal	....	2,355,000
Mobile	....	102,000
Total week	1,573	7,165,600
Previous week	3,523	7,438,100
Two weeks ago	1,726	6,299,725
Cor. week last yr	1,794	3,067,425

COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, 1911, to May 13, 1911, last year. Changes.

Pork, lbs.	12,494,800	12,967,800	Dec. 473,000
Meats, lbs.	179,770,473	165,499,815	Inc. 14,270,658
Lard, lbs.	303,404,792	212,425,904	Inc. 90,978,888

OCEAN FREIGHTS.

Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce	15/	15/
Oil Cake	7/6	9c.
Bacon	15/	15/
Lard, tierces	15/	15/
Cheese	20/	25/
Canned meats	15/	15/
Butter	25/	30/
Tallow	15/	15/
Pork, per barrel	15/	15/

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—In accord with the firmness noted in oils and greases the undertone in the tallow market appears to be steadier, and while prices have not shown any special resiliency, demand has not been altogether discouraging.

Foreign inquiry was reported as being in liberal volume during the early part of the week, although recently this demand has subsided somewhat. London cables continue to restrict important purchases, and while it is generally admitted that the foreign markets cannot be considered a leader, the weekly auction sales are eagerly awaited for and exert a sympathetic effect, according to their showing. The last sale was again disappointing with offerings of 2,008 casks, of which 1135 were sold on the basis of 34s 3d. Last week 34s. 9d. were received as an average for the offerings.

What business has transpired has not been general with the inquiry from foreign interests principally for choice grades, while domestic consumers have also given more attention to special and city tallows rather than to country. This is partly due to the fact that concerns interested in country grades have supplied themselves for the time being, while on the other hand city has been sold up in good volume and manufacturing is not heavy.

The dullness noted among woolen mills also acts, to some extent, indirectly against activity of tallow as supplies of red oil are increased by the curtailment at Fall River, but nevertheless prices appear to be well maintained. Sentiment, nevertheless, leans generally toward the bull side, although conservative interests are not expecting any decided advance at the moment. The disposal of the Standard Oil decision is regarded as of utmost importance, as not only was the text of the verdict satisfactory to the business world in general, but a cloud of uncertainty has been removed from the trade.

Prime city quoted at 5 15-16c. in hhd.; country, 5 1/2@6c. as to quality, in tcs.; specials, 6 1/4c. in hhd.

STEARINE.—Sudden realization that stearine bordering upon the 7c. level was attractive in conjunction with an improved demand for compound lard resulted in further advances. Business has been of fair proportions, and while naturally consumers have displayed some hesitation as a result of the upward movement, the undertone is firm and a more optimistic feeling prevades in trade circles. Oleo was quoted at 7 3/4@8c.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

COCOANUT OIL.—While the American market continues quiet, with a moderate volume of trade, the foreign markets are firm

with an absence of pressure on the market. The primary markets show a firm tone. Quotations: Cochin, spot, 8 1/2@8 1/4c.; shipment, 8 1/2@8 1/4c.; Ceylon, spot, 8@8 1/4c.; shipments, 8c.

PALM OIL.—Prices are very steady with demand quiet. Buyers continue to take stuff in moderate quantities, but there is a steadiness of tone and an absence of pressure from abroad. Prices in New York are: Prime red, spot, 6 1/4c.; do, to arrive, 6 1/2@7 1/4c.; Lagos, spot, 7@7 1/4c.; do, to arrive, 7 1/4c.; palm kernels, 8@8 1/4c.; shipments, 7 1/4c.

CORN OIL.—Prices are steady with a limited trade. The market is firmly held by large interests. Prices are quoted at \$6.10 @6.15.

NEATSFOOT OIL.—The market is quiet and steady. Trade is in rather limited quantities and in regular channels. Quotations: For 20 cold test, 90c.; 30 do., 84c.; 40 do., water white, 76c.; prime, 65@66c.; low grade off yellow, 62@—c.

LARD OIL.—The market is quiet with prices showing but little change. Prices are quoted at 72@85c.

OLEO OIL.—There has been a steady tone again and some gain in prices both at home and abroad. Foreign markets have been working up and showing more interest. Choice is quoted 9 1/2c.; New York, medium, 7 1/4c. Rotterdam, 55 florins bid.

LARD STEARINE.—The market is dull with prices ruling about steady. Prices are quoted at 9 1/4@9 1/2c.

SOYA BEAN OIL.—The market continues very quiet with demand in small lots. Foreign markets continue to show steadiness and the general tone of the market seems to be one of steadiness. Spot is quoted at 6 1/2@7c., while shipment oil is 6 1/4c.

GREASE.—The market is very quiet with prices showing very little change. Demand is very quiet. Quotations: Yellow, 5%@5 1/4c.; bone, 5%@6 1/4c.; house, 5%@5 1/4c.; "B" and "A" white, nominal.

GREASE STEARINE.—Prices are steady with interests still of very limited proportions. Yellow, 5%@5 1/4c., and white 5 1/4c.

EXPORTS OF HOG PRODUCTS.

(Continued from page 26.)

quil, Ecuador, 6,456 lbs.; Havre, France, 109,978 lbs.; Hamburg, Germany, 1,338,914 lbs.; Havana, Cuba, 77,876 lbs.; Hamilton, W. I., 1,342 lbs.; Kingston, W. I., 5,770 lbs.; Koenigsberg, Germany, 95,100 lbs.; Lima, Peru, 1,800 lbs.; Liverpool, England, 568,197 lbs.; London, England, 94,550 lbs.; Manchester, England, 429,369 lbs.; Messina, Sicily, 11,600 lbs.; Naples, Italy, 16,500 lbs.; Nassau, W. I., 12,756 lbs.; Nuevitas, Cuba, 18,923 lbs.; Port Padre, 21,019 lbs.; Porto

Impedade, 5,775 lbs.; Palermo, Sicily, 11,475 lbs.; Para Brazil, 32,646 lbs.; Port au Prince, W. I., 171,446 lbs.; Port Limon, C. R., 8,118 lbs.; Rostock, Russia, 49,600 lbs.; Rotterdam, Holland, 1,168,882 lbs.; Stockholm, Sweden, 31,260 lbs.; St. Johns, N. F., 82,991 lbs.; Southampton, England, 98,273 lbs.; Stettin, Germany, 378,711 lbs.; Singapore, Straits Settlement, 8,333 lbs.; Santa Marta, 7,400 lbs.; Santiago, Cuba, 180,025 lbs.; Stavanger, Norway, 15,700 lbs.; Trieste, Austria, 1,093,559 lbs.; Vera Cruz, Mexico, 15,008 lbs.; West Hartlepool, England, 159,041 lbs.

LARD OIL.—Antwerp, Belgium, 5 bbls.; Hamburg, Germany, 229 bbls.; Havana, Cuba, 10 tcs.; Port au Prince, W. I., 605 gals.

PORK.—Barbados, W. I., 165 bbls., 75 tcs.; Bremen, Germany, 50 bbls.; Colon, Panama, 25 bbls.; Cape Palmas, 10 bbls.; Curacao, Leeward Islands, 15 bbls.; Demerara, British Guiana, 19 tcs., 130 bbls.; Glasgow, Scotland, 50 bbls.; Hamburg, Germany, 180 bbls.; Kingston, W. I., 106 bbls.; Liverpool, England, 15 tcs.; Nassau, W. I., 37 bbls.; Port au Prince, W. I., 151 bbls.; Port Limon, C. R., 6 bbls.; St. Johns, N. F., 900 bbls., 152 tcs.

SAUSAGE.—Antwerp, Belgium, 200 bx.; Colon, Panama, 91 pa.; Havre, France, 167 bx.; Port Padre, 60 bx.; Port au Prince, W. I., 10 es.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, May 17, 1911:

BEEF.—Antwerp, Belgium, 65 bbls.; Bremerhaven, Germany, 25 bbls.; Barbados, W. I., 308 bbls.; Colon, Panama, 87,278 lbs., 9 bbls.; Cardiff, Wales, 25 tcs.; Curacao, Leeward Islands, 8 bbls.; Cape Palmas, 9 bbls.; Cayenne, French Guiana, 28 bbls.; Cape Town, Africa, 30 bbls.; Christiania, Norway, 10 tcs.; Demerara, British Guiana, 358 bbls.; Freetown, Africa, 25 bbls.; Glasgow, Scotland, 128 tcs., 35 bbls.; Genoa, Italy, 25 bbls.; Hamilton, W. I., 1,191 lbs., 17 bbls.; Hamburg, Germany, 130 bbls.; Kingston, W. I., 207 bbls., 30 tcs.; Lima, Peru, 100 kg.; Liverpool, England, 222,547 lbs., 50 bbls., 10 tcs.; London, England, 230,477 lbs.; Newcastle, England, 25 bbls.; Nassau, W. I., 16 bbls.; Port Limon, C. R., 13 bbls.; Port au Prince, W. I., 74 bbls.; Rotterdam, Holland, 223 bbls.; St. Johns, N. F., 797 bbls.; Southampton, England, 529,361 lbs.

OLEO OIL.—Antwerp, Belgium, 95 tcs.; Bergen, Norway, 35 bbls.; Bremen, Germany, 120 tcs.; Christiania, Norway, 95 tcs.; Constantinople, Turkey, 255 tcs.; Copenhagen, Denmark, 1,010 tcs.; Glasgow, Scotland, 25 tcs.; Hamburg, Germany, 2,449 tcs., 100 firkins; Havana, Cuba, 30 tcs.; Liverpool, England, 125 tcs.; London, England, 200 tcs.; Malmo, Sweden, 250 tcs.; Ravenna, Italy, 10 tcs.; Rotterdam, Holland, 6,877 tcs.; Smyrna, Turkey, 147 tcs., 330 bbls.; St.

SOYA BEAN OIL

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Johns, N. F., 165 tcs.; Southampton, England, 500 tcs.

From Baltimore to Bremen, Germany, 350 tcs.; to Hamburg, Germany, 295 tcs.; to Rotterdam, Holland, 150 tcs.

OLEOMARGARINE.—Barbados, W. I., 8,800 lbs.; Barranquilla, Colombia, 3,920 lbs.; Colon, Panama, 1,915 lbs.; Curacao, Leeward Islands, 1,832 lbs.; Hamilton, W. I., 1,590 lbs.; Havana, Cuba, 6,240 lbs.; Kingston, W. I., 3,000 lbs.; Port au Prince, W. I., 18,410 lbs.; Port Limon, C. R., 8,010 lbs.; Port Antonio, W. I., 1,500 lbs.; Santiago, Cuba, 4,800 lbs.

TALLOW.—Hamburg, Germany, 170,557 lbs.; Liverpool, England, 31,684 lbs.; London, England, 63,004 lbs.; Riga, Russia, 26,643 lbs.; St. Johns, N. F., 17,786 lbs.; Stettin, Germany, 41,860 lbs.; Venice, Italy, 37,286 lbs.

TALLOW OIL.—Antwerp, Belgium, 10 bbls., 100 tcs.

TONGUE.—Hamburg, Germany, 35 bbls.; Liverpool, England, 15 pa.; London, England, 290 cs.

CANNED MEATS.—Antwerp, Belgium, 355 cs.; Amsterdam, Holland, 175 cs.; Bluefields, 27 cs.; Buenos Ayres, Brazil, 100 pa.; Beira, Africa, 388 cs.; Colon, Panama, 120 pa.; Curacao, Leeward Islands, 47 cs.; Cape Town, Africa, 1,000 cs.; Constantinople, Turkey, 33 cs.; Glasgow, Scotland, 211 bx.; Hamilton, W. I., 21 pa.; Liverpool, England, 215 cs.; London, England, 731 cs.; Manchester, England, 1,154 cs.; Messina, Sicily, 50 cs.; Nassau, W. I., 70 pa.; Port Cabello, Venezuela, 64 cs.; Port Limon, C. R., 25 pa.; Santiago, Cuba, 199 pa.

SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)
Columbia, S. C., May 18.—Carolina crude cottonseed oil, 41c. bid, any shipment; no great amount of crude remaining unsold.

Atlanta.

(Special Wire to The National Provisioner.)
Atlanta, Ga., May 18.—Crude cottonseed oil, 40c.; market strong. Meal dull at \$24.50, f. o. b. mills. Hulls weak at \$9.50, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)
Memphis, Tenn., May 18.—Cottonseed oil market quiet; prime crude steady at 41c. Prime 8 per cent. meal dull at \$24 per short ton. Hulls steady at \$5.25@6.50, loose.

New Orleans.

(Special Wire to The National Provisioner.)
New Orleans, La., May 18.—Crude cottonseed oil firm at 40c. for Texas; stocks practically exhausted. More inquiry for refined; tendency higher. Eight per cent. prime meal firm at \$29.25, long ton, ship's side; 7½ per cent. meal, \$28. Hulls dull, \$8, loose, New Orleans.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Asprey & Co.)

New York, May 18, 1911.—The market during the past week was very active, advancing rapidly from the early low levels some 12 to 16 points. At the high levels, on heavy long liquidation and bear hammering, the market reacted some 5 to 8 points from high. This reaction was only short lived, as later on only light buying very nearly all of the decline was recovered. The August and

September options seemed to be in good demand and these options advanced a point higher than the early high level. Trading during the whole week was heavy. The crude markets were strong all week, but as stated in our previous reviews, this should have no bearing on the market any more, as holdings are now about cleaned up.

Both the domestic and foreign consumers were good buyers during the week. In fact, takings by the compound lard manufacturers were reported as heavy. At the close of the week the market looks strong and ready for even further advances. The consuming demand now having picked up, and with all indications of same continuing good and with supplies in independent hands light, there is every incentive for the big interests who now control at least 80 per cent. of the stocks of oil to work the market higher.

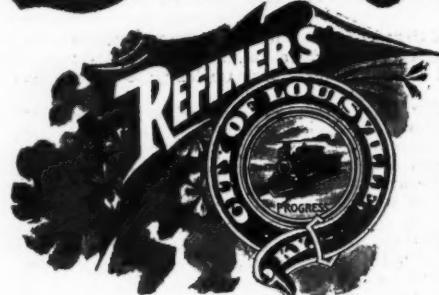
CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 17.—Latest market quotations are as follows: 74 per cent. caustic soda, \$1.85@1.90 basis 60 per cent.; 76 per cent. caustic soda, \$1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in bbls., 3c. per lb.; 58 per cent. soda ash, 90c. @ \$1 basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax at 4¾c. per lb.; talc, 1¼@1½c. lb.; silex, \$1.5@20 per ton of 2,000 lbs.; marble flour, \$7.50@8 per ton of 2,000 lbs.; silicate soda, 85c. per 100 lbs., no charge for bbls.; chloride of lime in casks \$1.35, and bbls., \$2 per 100 lbs.; carbonate of potash, 4½@4¾c. per lb.; electrolytic caustic potash, 90/92 per cent. at 5¾@5½c. per lb.

Genuine Lagos palm oil in casks 14/1800 lbs., 6¾@7c. lb.; prime red palm oil in casks, 6½@6¾c. per lb.; clarified palm oil in bbls., 7½c. per lb.; palm kernel oil in casks about 1,200 lbs., 8c. per lb.; green olive oil, 80c. per

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gal.; yellow olive oil, 95c. per gal.; green olive oil foots, 7¾@7½c per lb.; peanut oil, 70c. per gal.; Ceylon cocoanut oil, 8@8½c. per lb.; Cochin cocoanut oil, 8¾@9c. per lb.; cottonseed oil, 6.40@6.50c. per lb.; soya-bean oil, 7@7½c. per lb.

Prime city tallow in hhds., 6c. per lb.; special tallow in tcs., 6½c. per lb.; oleo stearine, 7¾@8c. per lb.; house grease, 5¾@6c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packer's grease, 5½@5¾c. per lb.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, May 17.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 11½c.; 14@16 lbs. ave., 10%@10½c.; 18@20 lbs. ave., 10½@10%c. Sweet pickled, 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12@12½c.; 12@14 lbs. ave., 11@11½c.; 14@16 lbs. ave., 10½@10%c.; 18@20 lbs. ave., 10½c.

Skinned Hams—Green, 14@16 lbs. ave., 11½c.; 16@18 lbs. ave., 11½c.; 18@20 lbs. ave., 11½c.; 22@24 lbs. ave., 11c. Sweet pickled, 14@16 lbs. ave., 11½c.; 16@18 lbs. ave., 11½c.; 18@20 lbs. ave., 11½c.; 22@24 lbs. ave., 10%c.

New York Shoulders—Green, 10@12 lbs. ave., 7¾c. Sweet pickled, 10@12 lbs. ave., 7½@7½c. Picnic Hams—Green, 5@6 lbs. ave., 7½c.; 6@8 lbs. ave., 6¾c.; 8@10 lbs. ave., 6½c.; 10@12 lbs. ave., 6½c. Sweet pickled, 5@6 lbs. ave., 7½c.; 6@8 lbs. ave., 6¾c.; 8@10 lbs. ave., 6½c.; 10@12 lbs. ave., 6½c.

Clear Bellies—Green, 6@8 lbs. ave., 15¾@16c.; 8@10 lbs. ave., 14c.; 10@12 lbs. ave., 11¾@12c.; 12@14 lbs. ave., 11c. Sweet pickled, 6@8 lbs. ave., 16c.; 8@10 lbs. ave., 13¾c.; 10@12 lbs. ave., 11½@11½c.; 12@14 lbs. ave., 10¾@11c.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Better Consuming Inquiry Noted—Crude Higher—Lard Market Steadier—Sentiment More Cheerful—Speculation Limited—Cotton Condition Somewhat Less Favorable.

Confidence in values has been restored to some extent as is evidenced by the fact that consuming interests both at home and abroad appear more disposed to purchase oil. The demand, however, was by no means startling, and the conservative attitude which has been witnessed for several months has not been entirely dispensed with. It was apparent, however, that the supply of oil has not been commensurate with the demand, and developments in the price-list have tended to indicate that actual oil is held firmly by important refining interests.

The strength of the crude market has been against pressure at all times, and although there were temporary setbacks in the future market, these were completely ignored, and the unwillingness on the part of mills to dispose of their remnant emphasized recent statements that holdings at the South are extremely light and scattered. Sentiment was more bullish owing to this, and literature, bullish in tenor, was disseminated throughout many southern points which was not without effect.

Less erratic fluctuations in the lard market, with the tendency toward steadiness, has been largely instrumental in an improved demand for compound lard. Advances in that product were scored which

reflected the larger inquiry, while at the same time oleostearine, which is used to the extent of 20 per cent. in the manufacture of compound (with approximately 80 per cent. cottonseed oil), was strong and quoted at 8c. against the low level of slightly under 7c. made a short time ago. The inquiry received from foreign sources was of an encouraging nature, and while a larger amount of business failed to materialize, some fair trades were consummated, and it was the general impression that business that has transpired recently with foreigners has in the aggregate been good. The strength noted in foreign vegetable oils has doubtless been a factor toward the larger inquiry, but on the other hand the disposition of foreigners at no time differed materially from that of home consumers.

Conservative buying has been the rule, with over-stocking avoided, so that prospects for a good business the balance of the season are bright. Naturally this may be interfered with by a sudden advance in prices, but well posted authorities express the belief that at present there is no scarcity of oil, and as prices advance, demand will be supplied generously. There are still many interests who believe that supplies at the termination of this season will be light, but authorities expressing such opinions are in the minority. Their assertions are based principally on the fact that the season began with practically no oil on hand, while export business promises to be above that of last year. The increased production of oil this year as compared with last will soon be disclosed by a report expected to be is-

sued in the near future by the United States Census Bureau.

The elimination of a restraining factor toward the partial restoration of confidence took place during the week with the disposal of the Standard Oil case. Gratification over the tenor of this decision was reflected in sharp advances scored in the stock markets and opinions voiced by important business interests were of a highly optimistic character. While there were some conservative authorities who did not regard the decision as an absolute bull argument in connection with the trade world, it was admitted by them that the mere rendering of a verdict would result in trade interests viewing the future with a greater degree of confidence, as undoubtedly a so-called "check" on activity has been removed.

The new crop months in the cottonseed oil market have been attracting some attention recently as a result of their discounts which have shown a slight tendency to narrow. To regard these fluctuations in a serious light would be difficult at the present time, as surrounding conditions relative to this season's supplies are still very complex, much less to assume a definite position on the prospects of next year's early oil crop. Conditions in the cotton belt have not changed materially within the past week and farmers are not disposed at present to negotiate with mills in regard to seed, although it is obvious that to produce oil at the present level of November future oil, it would be necessary to procure the seed on the basis of approximately \$21 a ton. Of course there are other features to be con-

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sidered, such as the disposal of hulls, cottonseed meal, etc., but the opinion is already being ventured that farmers will display reluctance before selling seed freely on the lower basis. Crude mills, it is also expected, will pursue a more conservative policy this year, and probably will be cautious in disposing of their product pending more definite advices in reference to the cotton plant and other factors instrumental toward establishing a price level for cottonseed oil. Planting of cotton has been fairly well completed in the belt, with reiteration received from day to day of the larger acreage sown, but crop accounts vary in tenor. A good rain in the sections east of the Mississippi would doubtless serve to allay apprehension which recently has been spreading.

Closing prices, Saturday, May 13, 1911.—Spot, \$6.34@6.50; May, \$6.35@6.52; June, \$6.38@6.45; July, \$6.47@6.48; August, \$6.50@6.52; September, \$6.50@6.51; October, \$6.12@6.25; November, \$5.86@5.88; December, \$5.83@5.85; good off, \$6.10@6.50; off, \$6.10@6.50; winter, \$6.40@7; summer, \$6.40@7; prime crude, S. E., \$5.40@5.47; prime crude, valley, \$5.40@5.47; prime crude, Texas, \$5.33@5.47. Sales were: May, 200, \$6.35; July, 3,200, \$6.43@6.50; September, 2,500, \$6.45@6.50; November, 100, \$5.87; December, 1,300, \$5.83@5.84. Futures closed 2 to 8 advance. Total sales, 7,300.

Monday, May 15, 1911.—Spot, \$6.38@6.45; May, \$6.34@6.39; June, \$6.37@6.40; July, \$6.44@6.45; August, \$6.47@6.49; September, \$6.45@6.47; October, \$6.05@6.08; November, \$5.84@5.86; December, \$5.80@5.83; good off, \$6.10@6.40; off, \$6.10@6.40; winter, \$6.35@7; summer, \$6.35@6.80; prime crude, S. E., \$5.33@5.46; prime crude, valley, \$5.33@5.46; prime crude, Texas, \$5.33@5.46. Sales were: June, 200, \$6.39@6.40; July, 5,600, \$6.45@6.48; August, 900, \$6.48@6.50; September, 3,000, \$6.47@6.50; October, 300, \$6.07@6.10; November, 200, \$5.86@5.87; December, 300, \$5.82@5.85. Futures closed 1 to 7 decline. Total sales, 10,500.

Tuesday, May 16, 1911.—Spot, \$6.33@6.42; May, \$6.33@6.37; June, \$6.33@6.38; July, \$6.42@6.43; August, \$6.45@6.46; September, \$6.44@6.45; October, \$6.05@6.06; November, \$5.80@5.83; December, \$5.79@5.81; good off, \$6.10@6.40; off, \$6.10@6.35; winter, \$6.35@6.75; summer, \$6.40@6.80; prime crude, S. E., \$5.34@5.40; prime crude, valley, \$5.34@5.40; prime crude, Texas, \$5.27@5.34. Sales were: July, 1,700, \$6.43@6.44; August, 1,500, \$6.46@6.48; September, 1,200, \$6.45@6.46; October, 1,200, \$6.05@6.08; November, 500, \$5.83. Futures closed unchanged to 4 decline. Total sales, 6,100.

Wednesday, May 17, 1911.—Spot, \$6.40@6.50; May, \$6.40@6.43; June, \$6.40@6.43; July, \$6.46@6.47; August, \$6.50@6.52; September, \$6.49@6.50; October, \$6.09@6.11; November, \$5.83@5.85; December, \$5.81@

5.82; good off, \$6.10@6.45; off, \$6.10@6.42; winter, \$6.50@7; summer, \$6.40@6.75; prime crude, S. E., \$5.34@5.47; prime crude, valley, \$5.34@5.47; prime crude, Texas, \$5.27@5.34. Sales were: May, 200, \$6.41@6.42; July, 2,600, \$6.43@6.47; August, 1,300, \$6.50@6.51; September, 5,400, \$6.46@6.49; October, 300, \$6.08@6.10; December, 300, \$5.82. Futures closed 2 to 7 advance. Total sales, 9,900.

Thursday, May 18, 1911.—Spot, \$6.47@6.50; May, \$6.45@6.50; June, \$6.46@6.47; July, \$6.49@6.50; August, \$6.52@6.53; September, \$6.50@6.51; October, \$6.11@6.13; November, \$5.85@5.89; December, \$5.83@5.84; good off, \$6.35@6.50; off, \$6.35@6.50; winter, \$6.50@7.50; summer, \$6.40@7.50; prime crude, S. E., \$5.47@5.53; prime crude, valley, \$5.47@5.53; prime crude, Texas, \$5.47@5.53. Sales were: May, 200, \$6.44; June, 1,100, \$6.44@6.46; July, 3,700, \$6.47@6.49; August, 1,300, \$6.50@6.52; September, 1,900, \$6.50; October, 500, \$6.10@6.11; November, 1,100, \$5.85@5.86; December, 1,300, \$5.83@5.84. Futures closed 2 to 5 points advance. Total sales, 11,100.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

PLANS FOR CRUSHERS' CONVENTION.

(Continued from page 15.)
pieces will play, and there will be dancing and refreshments.

Indications are for a very large attendance from the South. Chairman Cantrell of the local hotel committee reports a very large number of hotel reservations made through his committee. The managers of the various parties which will come by special steamers from Savannah and New Orleans and by special trains from Memphis and Dallas are getting their parties together, and the enthusiasm over the trip and the convention is rapidly on the increase.

The newspaper men of South Carolina, headed by President August Kohn, of the South Carolina Press Association, will accompany the Savannah party by steamer to New York, and expect to swell the big crowd.

Plans for the Entertainment.

Chairman J. G. Gash of the committee on arrangements this week sent out a letter to members of the Interstate Association in which he says concerning the entertainment plans:

On Wednesday, June 7, the committee will take all the delegates and the ladies of the convention on an automobile ride around the city, across the famous Williamsburgh bridge, through the picturesque Prospect Park to the Ocean Boulevard, thence to Reisenweber's Casino at Brighton Beach, where one of their famous shore dinners will be served, after which the visitors can visit Coney Island and the wonderful Luna Park and Dreamland.

Thursday morning, June 8, at 11:30 o'clock, the ladies' committee have provided for the ladies a concert and luncheon in the great music room of John Wanamaker's store at Broadway and Eighth street.

In the afternoon at 3 o'clock, a trip will be made through the Hudson tunnel under the North river, to Hoboken, where a visit will be made to the palatial ocean express steamer "Kaiser Wilhelm II," on which boat a reception and tea will be tendered to the delegates and the ladies by the North German Lloyd Steamship Company.

In the evening at 7 o'clock a banquet will be given at the Hotel Astor, to which the President of the United States has accepted an invitation, and the committee expect to have present the Governor of the State of New York and many guests of national renown. Addresses will be made by these gentlemen, which will be both interesting and

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instructive. At the banquet the ladies will be entertained in the boxes, and an opportunity offered them to meet the President and listen to the addresses.

On Friday, June 9, at 1 o'clock, an automobile trip has been arranged for the ladies around the city of New York, visiting the many places of historical interest, the Metropolitan Museum of Art, Museum of Natural History, Zoological Garden, etc.

In the evening at 8 o'clock a grand ball and band concert will take place on the floor of the New York Produce Exchange. The famous Seventh Regiment Band of New York will give a band concert, followed by a dance. As this ball and reception will be the first that has been held on the floor of the Produce Exchange since the opening in 1884, it will be a very notable event, and will give the delegates and ladies attending the convention an opportunity of meeting the members of the New York Produce Exchange and their ladies.

The committee desire to impress upon all the members of the association the desirability and importance of attending this convention. With the press publicity that we will have in New York City, with its foreign cable connections, the prestige of having the President of the United States at a banquet, will bring to the world the importance of the Inter-State Cotton Seed Crushers' Association and that which it stands for—the improvement and development of cottonseed products; and the committee hope that the largest representation at any convention ever held by the Inter-State Cotton Seed Crushers' Association will attend the convention in New York City.



SOYA-BEAN INDUSTRY IN GERMANY.

The recent arrival at the port of Stettin, by direct shipment from Vladivostok, of 4,823 tons of soya beans, valued, according to the local press, at \$166,600, marks the entry into the German market of a new raw material for industrial exploitation, reports Consul William C. Teichmann of Stettin. Following the example of Hamburg manufacturers, Stettin capitalists have organized a company with a capital of \$357,000 for the utilization of the soya bean for industrial purposes.

The removal of the German duty on these beans in March, 1910, will develop an industry of importance for several reasons: First, as a competitor of linseed oil soya bean oil can be sold at a price one-third lower than the former; second, as a valuable oil for soap manufacture, where such oils can be substituted; third, for cattle-feed purposes the residue remaining in the process of oil extraction can compete with the American cottonseed-oil cake.

Meal can also be produced therefrom which, when mixed in correct proportion with wheat flour, makes an edible bread or biscuit, provided the meal has been manufactured by the extraction process, which

removes the 8 per cent. of oil present in the ordinary meal.

The progress which this industry has made within a few years in the United Kingdom is exhaustively described by Special Agent Julien Brode in a monograph, "Oil-Seed Products and Feed Stuffs," issued by the Bureau of Manufactures as Special Agents Series No. 39.

Some analyses have shown the bean to yield as high as 23 per cent. of oil, but this is exceptional, and the average percentage is figured to amount to about 17 per cent.; loss in manufacturing reduces this to 8 or 9 per cent. The ordinary meal contains about 8 per cent. of oil and 41 per cent. of protein, but by a refining process 90 per cent. of this oil can be extracted, only 1 per cent. of fat remaining in the meal, which has about 45 per cent. of protein and 28 per cent. of carbohydrates.

The market price of soya-bean oil per 100 kilos (220.4 pounds) in Stettin today (April 10, 1911), is 69 marks (\$16.42); soya-bean meal per 1,000 kilos (1.1 tons), 123 marks (\$29.27); soya-bean cake per 1,000 kilos, 118 marks (\$28.08), according to quotations by the newly organized local manufacturing concern, which will have its first products ready for sale in a few weeks. These prices are based upon importations, and it remains to be seen how much they can be reduced here after the local products enter the market.

The rising German cottonseed oil, meal and cake industry—which utilizes the imported American cottonseed as raw material, and thus is becoming a competitor of some importance to the American cottonseed products—will itself soon have to meet the formidable competition of the soya-bean commodities.

In Japan soya-bean oil is still used as a favored aromatic constituent of sauces, and enormous quantities are said to be absorbed there for this purpose alone. The bean is much used as a spice. A cheese called tofu is also prepared therefrom. The cakes are useful to a certain extent as fertilizers and as fodder, although definite conclusions as to the value of this feed have not been reached thus far. Consul General Bond, of Copenhagen, called attention (in Daily Con-

sular and Trade Reports for Dec 31, 1909) to a certain disagreeable by-taste discovered in Scandinavia in butter made from the milk of cows fed with soya cakes. Scandinavia has become the largest consumer of the cakes made in England, Denmark alone having imported about 150,000 tons during the 1909 season.

Efforts to cultivate the soya bean on European soil have been made as far back as 40 years ago, especially in Germany and Hungary, but as yet without success. Some investigations resulted in the alleged discovery that all these failures were to be ascribed to the absence of a specific bacterium, present in the plants in Manchuria but absent in those grown in Europe; in fact, not until this so-called Knoellchenbakterium had been cultivated in Japan and the seed inoculated therewith was the plant brought to growth in Europe. In Italy and southern France the cultivation of the bean is said to have shown better results than in Germany.

The demands made upon the yield in Manchuria, the hinterland of Kiaochow and Shantung have created the necessity for the cultivation of this bean in other countries, and the tropics and subtropics, as best adapted, will probably take up its production.

COTTONSEED PRODUCTS IN AUSTRALIA.

The question is occasionally raised why Australia, in view of the great importance of its horse, cattle and dairying industries, and the immense number of stock of all kinds carried on the land, should not prove an excellent market for American cottonseed cake, linseed cake, etc., for feeding purposes, writes Vice-Consul General Henry D. Baker, from Sydney. The answer is that Australian pastoralists, dairymen, etc., so long as pastures are good, do not seem generally aware of the advantages of supplementing the natural grasses of the country with cakes rich in albuminoids, and so balancing the ordinary rations.

It is usually only during dry seasons, when the native grasses may almost disappear, that use is made of such cakes, and

SCIENTIFIC OIL MILL MACHINERY

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ESTABLISHED 1878

SPRINGFIELD, OHIO, U.S.A.

May 20, 1911.

then the object is to provide necessary food rather than to feed the animals scientifically, as is the usual purpose in most countries that make large use of cottonseed, linseed and soybean cake. Moreover, what varying demand exists in Australia for oil cakes for feeding purposes is met chiefly by a preparation made in Sydney from copra, which is obtained from the coconut plantations of the South Sea Islands.

The cake sold in the Australian market represents in weight about 30 to 40 per cent. of the copra imported and locally crushed; the remainder is cocoanut oil, used in the local manufacture of soap, glycerin, etc. In 1909 the exports of cocoanut oil from Sydney amounted to 90,002 hundredweight, of which 73,000 went to the United Kingdom, and most of the remainder to Germany, the United States, South Africa, Canada and Japan. The United States took 2,750 hundredweight.

At present there is scarcely any cottonseed cake or meal on the Australian market. The same company that manufacturers cake from copra recently attempted to introduce cottonseed cake on the local market, but the experiment did not prove so advantageous or profitable as the production of cake from copra. The cottonseed used for this experiment was obtained from the New Hebrides. It was found that in treating the seed only about 30 per cent. of oil was obtained to 70 per cent. of cake, and as oil is locally considered a much more valuable and salable product, this result did not compare well with crushing copra, from which more oil than cake is obtained.

Moreover, the local machinery for handling copra was not entirely satisfactory for crushing the cottonseed, the outer husk of the seed being left in the cake. This interfered somewhat with the sale locally and also prevented export to Germany, where there is ordinarily a good market for any cake manufactured locally, of which there might be surplus for export. Germany will take all the cake made from copra that Australia can spare, but will not take cottonseed cake inferior in quality to that produced in the United States.

The Australian tariff imposes a duty of 1s. (24 cents) per cental on oil cakes, and also a duty of 2s. (48 cents) per gallon on cottonseed oil in receptacles exceeding one imperial gallon and of 6d. (12 cents) per gallon on denatured cottonseed oil. Imported cottonseed for the manufacture of cottonseed cake and denatured cottonseed oil may be admitted free, but cannot be removed from the place of manufacture without permission of customs officers, who at all times may have oversight and control of the product and prescribe regulations for denaturation. Imported linseed for the manufacture of linseed oil and cake may also be admitted free, provided the collector of customs is satisfied it will be used for the manufacture of linseed oil and cake.

The duty on cottonseed oil, not denatured, is too heavy to admit of its import into Australia in any large quantity, and while cottonseed might be imported free, and under governmental oversight be separated into oil and cake, yet, as already mentioned, a recent experiment in attempting this has apparently not proven successful enough to justify its repetition. Copra is admitted free into Australia, and as abundant supplies of copra from the South Sea Islands are so near at hand, it seems the most economical and profitable material for local manufacture of oil cake. Moreover, the tariff on soap, which is 25 per cent., has greatly stimulated the manufacture of soap in this country for local use.

As cocoanut oil is a leading ingredient of much of the best toilet and washing soaps locally manufactured, the copra cake, which is really a by-product from the manufacture of the oil, has been produced in increasing quantities, in greater quantities, in fact, than necessary to supply local demand, except in periods of especially dry weather and poor pasturage. The surplus is exported chiefly to Germany, where it is used in the stall feeding of stock.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to May 17, 1911, for the period since Sept. 1, 1910, and for the same period a year ago, were as follows:

From New York.

For Since Same
Port. week. Sept. 1, period.
Bbls. 1910. 1909-10.

Port.	For week.	Since Sept. 1, 1910.	Same period. 1909-10.
Aberdeen, Scotland	—	300	—
Acajutla, Salvador	—	171	53
Alexandria, Egypt	—	1,213	1,836
Algiers, Algeria	—	147	748
Algoa Bay, Cape Colony	—	37	147
Amapola, Honduras	—	12	100
Ancona, Italy	—	1,695	735
Antigua, W. I.	—	154	158
Antofagasta, Chile	—	17	—
Antwerp, Belgium	149	2,622	1,755
Arica, Chile	—	228	—
Asuncion, Venezuela	—	21	—
Auckland, New Zealand	—	102	230
Aux Cayes, Haiti	—	17	7
Azur, W. I.	—	417	14
Bahia, Brazil	—	509	38
Bahia Blanca, A. R.	—	96	—
Barbados, W. I.	45	891	750
Beira, E. Africa	18	61	226
Beirut, Syria	—	518	10
Belfast, Ireland	25	50	55
Belgrade, Servia	50	50	—
Bergen, Norway	100	710	765
Bordeaux, France	—	1,125	100
Braila, Roumania	—	1,335	490
Bremen, Germany	—	60	150
Bristol, England	—	25	—
Buenos Aires, A. R.	289	9,838	10,117
Bukarest, Roumania	—	450	—
Calbarion, Cuba	—	11	33
Cairo, Egypt	—	14	246
Calcutta, India	—	5	—
Cape Town, Cape Colony	111	3,453	2,513
Cardenas, Cuba	—	19	8
Cardiff, Wales	—	—	10
Cartagena, Colombia	—	7	4
Carupano, Venezuela	—	10	4
Cayenne, Fr. Guiana	—	847	523
Ceara, Brazil	—	151	—
Christiania, Norway	25	1,800	3,169
Cienfuegos, Cuba	—	247	172
Ciudad Bolivar, Venezuela	—	—	58
Colon, Panama	90	2,079	2,031
Constantinople, Turkey	285	15,517	7,105
Copenhagen, Denmark	375	4,580	5,235
Corinto, Nicaragua	—	73	29
Cork, Ireland	—	825	350
Cristobal, Panama	—	—	10
Curaçao, Leeward Islands	—	58	41
Dantzig, Germany	—	—	430
Dedeagatch, Turkey	25	953	625
Delagoa Bay, E. Africa	—	428	611
Demerara, Br. Guiana	20	1,675	1,828
Dominica, W. I.	—	—	160
Drontheim, Norway	—	350	510
Dublin, Ireland	—	2,075	5,399
Dundee, Scotland	—	—	25
Dunedin, New Zealand	—	61	—
Dunkirk, France	—	250	600
Falmouth, W. I.	—	7	—
Flume, Australia	—	300	—
Fremantle, Australia	—	9	—
Galatz, Roumania	—	4,425	3,317
Gallipoli, Turkey	50	130	—
Genoa, Italy	50	29,593	13,424
Gibraltar, Spain	—	369	175
Glasgow, Scotland	50	4,276	3,035
Gonaives, Haïti	—	3	—
Gothenberg, Sweden	—	1,175	1,400
Grenada, W. I.	—	7	—
Guadeloupe, W. I.	—	2,279	2,748
Guantanamo, Cuba	—	21	40
Guayanilla, Ecuador	—	9	—
Hamburg, Germany	50	2,300	4,800
Havana, Cuba	117	2,701	2,654
Havre, France	—	4,255	3,975
Helsingfors, Finland	—	53	20
Hull, England	—	—	900
Iquique, Chile	23	323	406
Jacmel, Haïti	—	32	3
Jamaica, W. I.	—	11	125
Kavalya, Turkey	—	25	—
Kingston, W. I.	98	2,495	2,585
Kustendji, Roumania	—	3,125	2,200
La Gaira, Venezuela	—	15	17
La Paz, Brasil	—	30	—
La Plata, A. R.	—	43	—
Leith, Scotland	—	8,029	4,404
Liverpool, England	450	10,502	8,142
London, England	100	7,147	10,909
Lyttleton, N. Z.	—	54	—
Maconis, San Domingo	—	1,488	144
Malmö, Sweden	—	65	250
Maita, Island of	176	3,211	1,930
Manaus, Brazil	—	—	6
Manchester, England	675	5,098	3,035
Manzanillo, Cuba	—	—	284
Maracaibo, Venezuela	—	—	59
Marseilles, France	—	12,932	6,240
Martinique, W. I.	—	3,848	3,019
Massawa, Arabia	—	19	—
Matanzas, W. I.	—	99	147
Mauritius, Island of	—	10	—
Matatlan, Mexico	—	—	11
Melbourne, Australia	—	79	90
Monrovia, Africa	—	9	—
Montegio Bay, W. I.	—	64	23
Monte Cristi, San Domingo	—	335	368
Montevideo, Uruguay	142	5,624	5,643
Naples, Italy	—	5,595	2,984
Newcastle, England	—	125	—
Nipe, Cuba	—	10	—
Noeuviles, Cuba	15	24	35
Odessa, Russia	25	25	—
Oran, Algeria	—	—	264
Panama, Panama	—	3	—
Panmera, Asia	—	—	28
Para, Brazil	—	6	448
Paramaribo, Dutch Guiana	—	3	12
Pernambuco, Brazil	—	—	362
Phillipineville, Algeria	—	97	—
Piraens, Greece	—	225	—
Port au Prince, Jamaica	8	105	64
Port au Natal, Cape Colony	7	230	111
Port Barrios, C. A.	—	19	49
Port Cabello, Venezuela	—	73	—
Port Limon, Costa Rica	28	516	425
Port Maria, Jamaica	—	24	9
Port Natal, Cape Colony	—	—	12
Port of Spain, W. I.	—	75	20
Port Said, Egypt	—	406	174
Progresso, Mexico	—	68	163
Provo Platia, San Domingo	—	289	1,393
Punta Arenas, Costa Rica	—	4	32
Ravenna, Italy	200	1,835	1,100
Rio Janeiro, Brazil	—	6,454	3,256
Rodostro, A. R.	25	325	—
Rosario, Arg. Rep.	—	19	214
Rotterdam, Holland	550	22,119	33,925
St. Croix, W. I.	—	3	10
St. Johns, N. F.	—	86	26
St. Kitts, W. I.	—	139	326
St. Thomas, W. I.	—	29	35
Salonica, Turkey	175	3,006	1,121
Sanchez, San Domingo	—	—	52
San Domingo City, San Domingo	—	47	656
Santiago, Cuba	38	869	544
Santos, Brazil	—	133	326
Savanna, Colombia	—	4	19
Sierra Leone, Africa	—	—	41
Smyrna, Turkey	250	3,690	868
Southampton, England	100	1,075	1,100
Stavanger, Norway	—	—	10
Stettin, Germany	—	—	150
Stockholm, Sweden	—	700	377
Surinam, Dutch Guiana	—	37	21
Sydney, Australia	—	272	145
Syracuse, Sicily	—	60	25
Tampico, Mexico	—	—	250
Tonsberg, Norway	—	—	97
Trieste, Austria	200	5,414	649
Trinidad, Island of	—	369	302
Tripoli, Tripoli	—	50	—
Tromsdjem, Norway	—	—	50
Tunis, Algeria	—	721	—
Valparaiso, Chile	—	7,333	3,656
Varna, Bulgaria	—	67	35
Venice, Italy	375	22,710	8,200
Vera Cruz, Mexico	6	481	356
Wellington, New Zealand	—	113	31
Yokohama, Japan	—	33	10
Total	—	5,590	261,563
	—	—	199,471

From New Orleans.

Antwerp, Belgium	—	2,215	450
Belfast, Ireland	—	125	508
Bordeaux, France	—	—	23
Bremen, Germany	220	670	235
Christiansia, Norway	—	13,425	6,215
Colon, Panama	—	62	21
Copenhagen, Denmark	—	700	550
Cristobal, Panama	—	500	—
Dunkirk, France	—	200	—
Genoa, Italy	—	188	25
Glasgow, Scotland	—	955	1,285
Gothenberg, Sweden	—	750	600
Hamburg, Germany	—	3,505	4,006
Havana, Cuba	—	387	267
Havre, France	—	1,285	563
Liverpool, England	100	3,046	1,330
London, England	—	6,687	3,070
Manchester, England	—	1,250	100
Manzanillo, Cuba	—	35	—
Marseilles, France	—	1,275	250
Naples, Italy	—	33	—
Rotterdam, Holland	7,610	20,333	26,467
Stavanger, Norway	—	1,020	535
Tampico, Mexico	—	300	—
Venice, Italy	—	500	606
Vera Cruz, Mexico	—	706	—
Total	—	7,930	60,312
	—	—	47,141

From Baltimore.

Copenhagen, Denmark	—	—	50
Glasgow, Scotland	—	—	549
Hamburg, Germany	—	90	1,710
Havre, France	—	—	50
Liverpool, England	—	—	100
London, England	—	50	100
Rotterdam, Holland	—	—	200
Total	—	140	2,110
	—	—	4,210

From All Other Ports.

Antwerp, Belgium	—	—	50
Canada	—	7,783	20,195
Hamburg, Germany	—	—	175
Liverpool, England	—	—	10
Mexico (including overland)	790	42,362	47,517
Total	—	790	50,155
	—	—	67,952

Recapitulation.

From New York	—	5,590	261,563	199,471
From New Orleans	—	7,930	60,312	47,141
From Galveston	—	—	7,602	13,137
From Baltimore	—	140	2,110	4,210
From Philadelphia	—	—	379	104
From Savannah	—	—	41,009	42,424
From Newport News	—	—	1,900	5,850
From Norfolk	—	—	4,125	6,774
From all other ports	—	790	50,155	67,952
Total	—	14,450	429,155	387,063

HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

Chicago.

PACKER HIDES.—Conditions hold strong with scattering sales being effected at full quotations for late takeoff. Branded hides continue to show particular strength, and a sale of heavy Texas was previously noted at an advanced figure, the hides coming from Southwestern points, partly Oklahoma City, but with no Ft. Worth included. The receipts of cattle are running larger than a year ago this week. Some increase is noted in the kill of native steers, but there is a falling off in the make of all weight native cows. There was also some increase in the slaughter of native steers last week which about equaled the shortage in the slaughter of native cows. Native steers are steady with scattering sales of late at full prices. The quotable range as to salting is from 13%@14%c. as packers say the March hides are disposed of and for late May's ask up to 14½c., some previously nominally talking up to 15c. This, however, was more in the nature of what they might hope for than much of a possibility. One packer claims he is not offering May hides of any description, natives or otherwise. Aprils were last quoted at 13¾c., and some of the packers claim to be pretty well sold out on May take-off, with others asking 14½c. for late May's as formerly noted. Texas steers are strong in keeping with all kinds of branded hides being ranged 14@14½c. for heavy, 13@13½c. for lights and 12@12½c. for extremes. Ft. Worth-St. Louis May heavies are held at the outside figure with last sales of Southwesterns, partly Oklahoma City, but no Ft. Worth included at 14¼c., and other lots and salting previously sold at 14c. as noted at the time. Lights and extremes continue closely picked up. Butt brands are held at 13c. for May salting, and range firm at 12½@13c. as per sales. Colorados are also in a strong position, in keeping with all kinds of branded, and continue in short supply. Late April and May last sold 12¾c. with Aprils alone at 12¼c.. Branded cows are firm, and a sale has at last been made of a car of April-May from Omaha at 12c. Packers talk up to 12½c. for Ft. Worth May's alone, and supplies are scant. Native cows are firm, and there are small supplies of all weights unsold. May salting are held at 13c. for both weights and many consider the market firm at that figure for both heavy and light. Quotations as to salting, etc., range 12½@13c. Native bulls range 10¾@11c. the inside price for April-May. Branded bulls at 9½@9¾c. and up to 10c. asked for latest slaughter.

Later.—Two ears of March-April native steers sold together at $13\frac{1}{4}$ c., and another ear of May's brought the recent selling rate of $14\frac{1}{2}$ c. Two ears of April-May all weight native cows sold at $12\frac{3}{4}$ c. Country hides are quiet but firm.

COUNTRY HIDES.—Indications are for a continued strong market. The feeling in leather circles is more encouraging with increased inquiries reported, and though the demand for hides keeps along conservative lines, the kill, receipts and stocks are all small here and throughout country points, and the Chicago dealers state they are declining to offer more hides until they get caught up. Some bullish talk is going the rounds, some claiming there are indications that the dealers may get up to 11½c. for buffs and heavy cows next week, and up to 11½c. early next month, and from 12½@ 13c. for extremes as to quality for future

prices. Buffs continue quotable on a range of 10½@11c. as based on last trading with the market strong at this range, and late receipts reported unobtainable below 11c. Heavy cows are also in a likewise strong position and quotable the same. Extremes have been the strong feature of the market for many months back and receive chief attention. Prices range from 11½c. last paid for current holdings, largely seconds, up to 12½c. asked for specials, and a higher market is being predicted. Heavy steers rule unchanged, ranging 11 @11½c. as to quality, etc. Bulls are firm and unchanged at 9½@9¾c., last sales of late hides at 9¾c.

HORSE HIDES.—Range \$3.90@4.10, though some buyers are talking less, and the demand is reported quiet. Poorer quality is as usual looked for during hot weather.

CALFSKINS.—Are steady to strong with an improved demand reported of late and full prices being realized. Last sales of good Chicago cities were at 17c., and previous trading at 16½c. was for skins not out of first salt. Dealers ask 17¼c. and for special selection more. Packers range 17@18c. asked as to salting, outside cities 16½@17c., and even higher for choice Ohio cities; outside cities, including choice countries out of pack on usual veal selection, quoted 16¾@17c. asked in some quarters, and countries alone 15¼@16¼c. There is a good demand reported for well handled light calf. Ordinary countries alone are quoted \$1.05, with outside cities \$1.10@1.20 as to lots, and 1,000 are reported moved at the outside price. Kips are firm. Countries range 11½@12c., the outside price asked, including outside cities 12½c., and straight runs of cities hold 12½@12½c. as to lots, packers 13¾@14½c.

SHEEPSKINS.—Unchanged and steady. Packer spring lambs last sold at 50@55c., and shearlings 42½@45c., the outside price for selected lots. Latest kill are held somewhat higher, being longer woolled, but no fresh sales. Old pelts are unchanged with small offerings ranging \$1.10@1.30 asked for heavies. Country pelts, 70@90c.

New York,

DRY HIDES.—No further sales of account of common varieties are noted, and the market is unchanged on the basis of last selling values, viz.: 21c. for Orinocos, 20c. for Puerto Cabellos and LaGuayras, 19½c. for Maracaibos and 19½c. for Savanillas. No further sales of the latter kind are reported, though it is expected something additional will develop in these. The "Caracas" brought 816 Puerto Cabello, etc., and the "Santiago" about 1,500 Mexican. Quietude continues in River Plates. Large and outside tanners are giving the market practically no attention. Supplies keep small at the point of origin and offerings meager.

WET SALTED HIDES.—There were no cables received here today concerning the Sansinena auction, and it is presumed that no sale resulted. The demand from this country continues as limited as ever for frigorificos, etc., either in the original market or for offerings held in Antwerp. Nominal conditions continue to be reported in other kinds of wet salted.

CITY PACKER HIDES.—No additional sales developed. Packers have only light holdings and the market is strong. The packer noted yesterday as selling March and April natives has May salting native and branded steers, while the other three are reported sold up to June 1, practically speaking, on May branded, and have but the last end of May natives to offer, which they are holding at 14½c. May branded are quoted unchanged at 12½c and bulls 10½c @ 11c.

COUNTRY HIDES AND CALFSKINS.—General trading keeps very quiet and there is apparently less doing than heretofore. Scarcity of holdings are noted in all sections and the situation is holding strong so

far as can be seen. Extremes are particularly well sold up and it is very difficult to obtain offerings of these. Large Pennsylvania dealers are asking 12½c. for a good selection and claim they would not shade that price. New York State hides continue in a somewhat nominal position, due to small trading, but are ranged unchanged at about 10@10½c. flat for straight car lots, and the general firmness of late is in turn reflected for these. Penn. bulls are offered at 10c. selected with the same price asked for New York State bulls. Calfskins are maintained strong, being in limited supply, and all kinds are well picked up. No change can be noted from former quotations published.

European Market.

Local quarters are reporting more inquiries for European stock principally in hides suited for special leather purposes as foreign hides that compete with domestics are still too high to import, although the disparity between this market and the other side is not as great as heretofore. There is little doing in English stock here owing to the difference between this market and abroad, and about all that is wanted is possibly extra heavy plumps for specialty leathers. Last quotations received here on prime ox and heifers were on an average of 6½d. for 90 lb. and up green weights, which would figure about 7½d. cured, f. o. b. English market points. Cows are quoted at about an average of 5½d. green, or around 6½d. cured weights. Foreign calfskins are generally quiet, although some recent sales developed of late in dry skins as formerly noted. More inquiries are claimed in certain quarters, but as a rule tanners' views on this side continue much below the asking prices. The most responsible German dealers, however, continue to quote high on Russian skins, up to 51c. for Courland slaughters, with quotations in other quarters at 50c., and others at 49c. European wet salted calf cost too high to import here in quantities.

Boston

Boston.

Western hides are reported quiet, but the offerings keep very small, and prices are noted as holding strong. Tanners are conservative as a rule, trusting for a better leather market to develop later. Extremes are in relatively better call than buffs, the same as in other markets, but there is a decided scarcity of these. 12c. bids are refused with prices ranged $12\frac{1}{4}$ @ $12\frac{1}{2}$ c. asked and buffs $11@11\frac{1}{2}$ c. as to lots. Southerns, owing to better quality and general strength prevailing, are held firm. Best Northerns, $10@10\frac{1}{2}$ c. asked; middle South, $9\frac{1}{2}@9\frac{3}{4}$ c. with up to 10c. asked, and far South $9\frac{1}{4}$ @ $9\frac{1}{2}$ c. asked, with some lots quoted around 9c.

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Chicago Section

DEPARTMENT OF MISINFORMATION.

Why Packers Kill Hogs.

The following inquiry has been received:
Editor The National Provisioner:

Why do packers kill hogs?

It has been asked of us, "Why do packers kill hogs?" The answer is briefly: "Because!" At length, however, the explanation is longer. Firstly, to get at the root (always go to the root), of the evil, it must be explained what a packer is. Not what the scalper or the general public call him, or what the government would like nothing better than to prove him, but what he is.

Now, a packer is, contrary to public opinion, a human being. Not necessarily a sample of God's carelessness, though at times he might be adjudged thusly, but a common, everyday, born-of-a-woman-without-any-hair-on-his-nose-and-only-one-upper-lip human being.

That point being settled, he usually is not to blame for being a packer. He inherited the disease, or was led into it unsuspectingly; people who do not know the species do not realize how guileless it is.

A packer has many peculiarities, such as these: He never pays any more for anything than he has to, but he always pays what he has to, if he wants it, or does without it. He never expects something for nothing, because he knows he won't get it. On the other hand, he frequently gives something for nothing, which is all the same, only different.

He is always doing something—it has been said "doing somebody"—but so far it has not been found on him. He—but why prolong the prologue, whatever that means? "Every little movement, every little moment, has a meaning all its own."

Now, the question of what, where, how and why is a packer being satisfactorily explained, let us "go to" the main question, viz.: Why do packers kill hogs?

The word "why" in this connection is very appropriate, and worthy of scientific deduction. It sounds like an interrogation from the depths of utter darkness, and in utter darkness we repeat "why?" That on the face of it would seem sufficient were it connected with anything but the packing business.

It is possible the packer kills hogs because it does not profit him to keep them as ornaments. Besides, a hog is a ravenous brute. The quotation "To eat like a hog" (see Homer, Euclid or any other alienist) meaneth to eat not only audibly, and with malice aforethought, but voraciously.

Consequently, besides the hog being a non-ornamental composite, it does not pay to feed him stockyards corn, which commodity does not differ from the poorest corn in the country in any way, except that it costs double, with 10 per cent. added to satisfy an ingrowing desire on the part of the vendor of said corn to get all there is in it, out of it. No, this is not a paradox. It is a fact, just a plain, everyday case of "Get the money!"

That is one reason "Why?" Again, according to what numbers of packers have told us, and according to statistics and other unreliable sources of information, packers kill hogs to save their lives!

Here is an instance: A prominent Chicago packer last week bought a bunch of hogs, swell lookers, and well swelled, averaging 260 lbs. at 3 o'clock in the afternoon, and by the time the government inspectors got through with them it was evident they had every license to die en route.

Mr. Packer does not swear—outwardly—but it would be more than interesting to know what he said inwardly. However, being a packer, it was coming to him, and he ought to be thankful he was not arrested for having diseased animals on his premises for slaughter. "All that I ask is a club; All that I want is you. All that I ask is to meet that dub, And I'd beat him up a few!" Ode to the man who shipped 89 hogs, and 102 of them were tubercular!

It may be that some packers kill hogs for the fun of the thing, to put it charitably. (Whisper! Down in Kankakee the keeper will say to a visitor: "He's perfectly harmless. Just got a hobby, that's all. He'll come out of it one of these days.") Not long ago packers paid nine cents per pound and as high as ten cents for live hogs on foot, said hogs being "loaded" from stem to stern, and from basement to garret, with water, corn and things, and sold the product thereof

on a basis of seven cents. Could you think of anything more amusing to pass the time away?

The packers may have all the money that John D. and J. Pierp. haven't got—they may have, understand—but they haven't got all the common or preferred sense cornered, or if they have they sure have a funny way of exploiting the fact at times. Now and again they display almost human intelligence, it is gratifying to notice.

Then, again, how do you know that they don't kill hogs to give the retail butcher a chance to see just how high he can go in price without inviting murder in the first degree. It is a cinch that the packer has killed hogs to positively demonstrate just how much it is possible to lose per hog.

Why does a packer kill hogs? Just because he loves to hear 'em squeal, that being the only thing he doesn't lose any money on. As the pote says: "Bugs may come, and bugs may go, but I'm a bug forever." Don't you dare cut a slice off'n that pail of water!

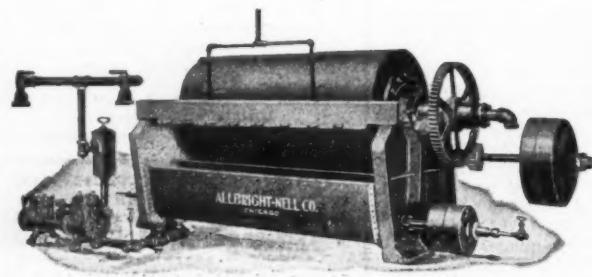
There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

GEORGE M. BRILL. HORACE C. GARDNER.
BRILL & GARDNER
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
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Consult us if you are contemplating the
construction or remodeling of a packing-
house or abattoir.
William R. Perrin & Company, Chicago, U.S.A.

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BROKERS and COMMISSION MERCHANTS
In all kinds of
PACKING HOUSE AND COTTON SEED PRODUCTS
906 Postal Telegraph Bldg., CHICAGO

Lard Compound Machinery



Do you want your lard and compound to be white and firm and stand up well in all seasons? Our roller will accomplish this and will save you TWO PER CENT. of stearine on compound and TEN PER CENT. on pure lard. Made in 3 sizes:—4 ft. diameter by 9 ft. long, 3 ft. diameter by 6 ft. long and 30 in. diameter by 4 ft. long.

Write for Prices, Particulars, etc.

THE ALLBRIGHT-NELL CO.
Manufacturers
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Satisfy Your Trade

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ROLLED READY FOR BOILING

Also Manufacturers of the Celebrated Supreme Brand Boiled Hams. The Ham with a Supreme Flavor When Ordering Specify this Brand. It's Always Safe to Say "Supreme"

Morris & Company

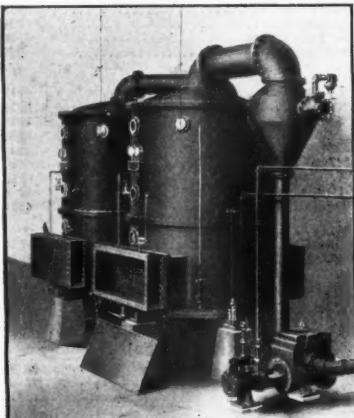
C H I C A G O

KANSAS CITY

E. ST. LOUIS

OKLAHOMA CITY

ST. JOSEPH



**LATEST and BEST
The Zaremba Pat. Evaporator
For TANKWATER and GLUE**

We offer, not the excellence of yesterday, but the excellence of today.

THE WISE PACKER

Investigates and buys from

ZAREMBA COMPANY - - Buffalo, N. Y.

AMMONIA **ANHYDROUS
AND AQUA**

Made with special reference to use in Ice and Refrigerating Plants, producing the least deposit for amount of work done



**COCHRANE CHEMICAL CO.
40 CENTRAL ST., BOSTON, MASS.**

AGENCIES

Baltimore, Md., T. H. Butler, 511 Equitable Building.
Chicago, Ill., James H. Rhodes & Co., 162 W. Kinzie St.
Cleveland, O., The Harshaw, Fuller & Goodwin Co.
New Orleans, La., I. L. Lyons & Co., Ltd., 222 Camp St.
New York City, N. Y., Charles Zoller Co., 211 E. 94th St.
Oklahoma City, Okla., Water Witch Mfg. Co.

Philadelphia, Pa., Robert Keller, 334 North Third St.
Pittsburg, Pa., Pennsylvania Salt Mfg. Co., 223 Water St.
Seattle, Wash., Northwest Ice Machine Co., 516 First Ave., South.
Washington, D. C., Leckie & Burrow, Hibbs Building.

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 8	21,304	1,491	27,085	23,650
Tuesday, May 9	2,626	7,422	18,358	12,772
Wednesday, May 10	18,863	4,179	23,411	14,410
Thursday, May 11	5,615	8,276	17,900	16,189
Friday, May 12	1,245	544	14,460	7,533
Saturday, May 13	200	10	8,000	500
Total this week	49,755	15,022	114,313	75,054
Previous week	48,674	12,449	154,070	88,520
Cor. week, 1910	41,397	16,641	94,148	59,170
Cor. week, 1909	44,872	12,506	111,334	84,636

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 8	7,296	17	8,768	5,756
Tuesday, May 9	2,692	141	4,538	1,300
Wednesday, May 10	5,672	35	5,495	3,285
Thursday, May 11	3,233	14	5,232	3,744
Friday, May 12	1,350	22	4,611	2,433
Saturday, May 13	200	10	3,000	200
Total this week	20,423	229	31,642	16,784
Previous week	19,526	312	34,881	15,363
Cor. week, 1910	14,537	248	21,878	12,329
Cor. week, 1909	18,113	283	27,701	4,747

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to May 13, 1911	1,000,333	2,780,051	1,534,622
Same period, 1910	1,003,861	2,636,923	1,108,461
Combined receipts of hogs at eleven points:			
Week ending May 13, 1911	444,000		
Week previous	492,000		
Year ago	352,000		
Two years ago	418,000		
Total year to date	8,959,000		

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to May 13, 1911	124,800	337,500	170,800
Week ago	112,900	402,600	181,000
Year ago	124,400	269,300	135,300
Two years ago	122,100	314,700	135,900

CHICAGO PACKERS' HOG SLAUGHTER.

	Open.	High.	Low.	Close.
May	\$15.62 1/4	\$17.00	\$15.50	\$16.87 1/4
July	15.05	15.15	15.00	15.05
September	14.50	14.50	14.45	14.45
LARD—(Per 100 lbs.)—				
May				\$15.15
July	8.22 1/4	8.25	8.20	8.20
September	8.32 1/4	8.32 1/4	8.27 1/4	8.27 1/4
RIBS—(Boxed, 25c. more than loose)—				
May	8.20	8.27 1/4	8.25	\$8.25
July	8.02 1/2	8.07 1/2	8.00	\$8.02 1/2
September	8.00	8.02 1/2	7.97 1/2	\$8.00

	MONDAY, MAY 15, 1911.
PORK—(Per bbl.)—	
May	15.62 1/4
July	15.00
September	14.45
LARD—(Per 100 lbs.)—	
May	8.12 1/2
July	8.17 1/2
September	8.22 1/2
RIBS—(Boxed, 25c. more than loose)—	
May	8.00
July	8.02 1/2
September	8.00
PORK—(Per bbl.)—	
May	16.60
July	15.05
September	14.45
LARD—(Per 100 lbs.)—	
May	8.12 1/2
July	8.17 1/2
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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Good native steers	10 1/4 @ 11
Native steers, medium	9 1/4 @ 10
Heifers, good	9 1/4 @ 10
Cows	8 @ 8 1/2
Hind Quarters, choice	12 @ 12
Fore Quarters, choice	7 1/2 @ 7 1/2

Beef Cuts.

Cow Chucks	5 1/2 @ 5 1/2
Steer Chucks	6 @ 7
Boneless Chucks	7 1/2 @ 7 1/2
Medium Plates	4 1/2 @ 4 1/2
Steer Plates	5 @ 5
Cow Rounds	8 @ 8
Steer Rounds	9 @ 9 1/2
Cow Loins	10 1/2 @ 10 1/2
Steer Loins, Heavy	15 @ 15
Beef Tenderloins, No. 1	25 @ 25
Beef Tenderloins, No. 2	22 @ 22
Strip Loins	8 1/2 @ 9
Sirloin Butts	11 @ 11 1/2
Shoulder Clods	8 1/2 @ 9
Rolls	12 @ 12
Rump Butts	11 1/2 @ 11
Trimmings	7 @ 7
Shank	5 1/2 @ 5 1/2
Cow Ribs, Common, Light	8 @ 8
Cow Ribs, Heavy	10 @ 10
Steer Ribs, Light	11 @ 11
Steer Ribs, Heavy	11 @ 11
Loin Ends, steer, native	13 @ 13
Loin Ends, cow	10 @ 10
Hanging Tenderloins	9 @ 9
Flank Steak	12 1/2 @ 12 1/2
Hind Shanks	4 @ 4

Beef Offal.

Livers	5 @ 5
Hearts	5 @ 5
Tongues	13 @ 14
Sweetbreads	21 @ 21
Ox Tail, per lb.	5 @ 5
Fresh Tripe, plain	4 @ 4
Fresh Tripe, H. C.	5 1/2 @ 5 1/2
Brains	5 @ 5
Kidneys, each	7 @ 7

Veal.

Heavy Carcass Veal	10 @ 10
Light Carcass	9 @ 9
Good Carcass	11 @ 11
Good Saddles	14 @ 14
Medium Racks	10 1/2 @ 10 1/2
Good Racks	11 @ 11

Veal Offal.

Brains, each	4 @ 4
Sweetbreads	50 @ 50
Plucks	20 @ 20
Heads, each	15 @ 15

Lamb.

Medium Caul	10 @ 10
Good Caul	10 1/2 @ 10 1/2
Round Dressed Lambs	11 1/2 @ 11 1/2
Saddles, Caul	12 1/2 @ 12 1/2
R. D. Lamb Racks	5 @ 5
Caul Lamb Racks	8 @ 8
R. D. Lamb Saddles	14 1/2 @ 14 1/2
Lamb Fries, per pair	6 @ 6
Lamb Tongues, each	4 @ 4
Lamb Kidneys, each	2 @ 2

Mutton.

Medium Sheep	9 1/2 @ 10
Good Sheep	10 1/2 @ 10 1/2
Medium Saddles	12 1/2 @ 12 1/2
Good Saddles	13 1/2 @ 13 1/2
Good Racks	7 @ 7
Medium Racks	5 1/2 @ 5 1/2
Mutton Legs	13 @ 13
Mutton Loins	8 @ 8
Mutton Stew	5 @ 5
Sheep Tongues, each	3 @ 3
Sheep Heads, each	5 @ 5

Fresh Pork, Etc.

Dressed Hogs	9 1/2 @ 9 1/2
Pork Loins	11 1/2 @ 11 1/2
Leaf Lard	8 1/2 @ 8 1/2
Tenderloins	24 @ 24
Spare Ribs	7 @ 7
Butts	8 1/2 @ 8 1/2
Hocks	8 @ 8
Trimmings	4 1/2 @ 4 1/2
Extra Lean Trimmings	8 @ 8
Tails	6 1/2 @ 6 1/2
Snots	4 @ 4
Pigs' Feet	3 @ 3
Pigs' Heads	6 @ 6
Blade Bones	7 @ 7
Blade Meat	8 1/2 @ 8 1/2
Cheek Meat	9 1/2 @ 9 1/2
Hog livers, per lb.	2 @ 2
Neck Bones	2 @ 2
Skinned Shoulders	7 1/2 @ 7 1/2
Pork Hearts	3 1/2 @ 3 1/2
Pork Kidneys, per lb.	3 1/2 @ 3 1/2
Pork Tongues	12 @ 12
Skip Bones	5 @ 5
Tail Bones	6 1/2 @ 6 1/2
Brains	5 @ 5
Backfat	8 1/2 @ 8 1/2
Hams	13 1/2 @ 13 1/2
Casas	10 1/2 @ 10 1/2
Bellies	13 @ 13
Shoulders	7 1/2 @ 7 1/2

SAUSAGE.

Columbia Cloth Bologna	7 1/2 @ 7 1/2
Bologna, large, long, round, in casings	7 1/2 @ 7 1/2
Choice Bologna	9 @ 9
Vianza	9 1/2 @ 9 1/2

Frankfurters	Blood, Liver and Headcheese
Tongue	Minced Sausage
New England Sausage	Compressed Luncheon Sausage
Special Compressed Ham	Berliner Sausage
Boneless Butts in casings	Boneless Butts in casings
Oxford Butts in casings	Oxford Butts in casings
Polish Sausage	Polish Sausage
Garlic Sausage	Country Smoked Sausage
Farm Sausage	Farm Sausage
Pork Sausage bulk or link	Pork Sausage, short link
Hams, Bologna	Hams, Bologna

Summer Sausage.

Best Summer, H. C. Medium Dry	@ 24
German Salami, Medium Dry	@ 20
Italian Salami	24 1/2 @ 24 1/2
Holsteiner	14 1/2 @ 14 1/2
Mettwurst, New	—@—
Farmer	17 @ 17
Monarque Cervelat, H. C.	19 1/2 @ 19 1/2

Sausage in Oil.

Smoked Sausage, 1-50	\$5.00
Smoked Sausage, 2-20	4.50
Bologna, 1-50	4.75
Bologna, 2-20	4.25
Frankfurt, 1-50	5.00
Frankfurt, 2-20	4.50

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$9.00
Pickled Plain Tripe, in 200-lb. barrels	6.50
Pickle H. C. Tripe, in 200-lb. barrels	7.75
Pickle Ox Lips, in 200-lb. barrels	15.00
Pickled Pigs' Snouts, in 200-lb. barrels	18.00
Lamb Tongues, Short Cut, barrels	32.00

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	\$1.85
2 lbs., 1 or 2 doz. to case	3.50
6 lbs., 1 doz. to case	12.50
14 lbs., 1/2 doz. to case	28.00

EXTRACT OF BEEF.

Per doz.	
1-oz. jars, 1 doz. in box	\$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	6.50
8-oz. jars, 1/2 doz. in box	11.60
16-oz. jars, 1/2 doz. in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	@ 15.00
Plate Beef	14 @ 14
Prime Mess Beef	—@—
Extra Mess Beef	—@—
Beef Ham (220 lbs. to bbl.)	—@—
Rump Butts	15.00 @ 15.00
Mess Pork, new	17.50 @ 17.50
Clear Fat Backs	16.25 @ 16.25
Family Back Pork	18.00 @ 18.00
Bean Pork	12.00 @ 12.00

LARD.

Pure leaf, kettle rendered, per lb., tcs.	@ 10%
Pure lard	9 @ 9
Lard, substitutes, tcs.	8 @ 8
Lard, compound	7 @ 7
Cooking oil, per gal., in barrels	55 @ 55
Barrels, 1/4 c. over tierces; tubs and palls, 10 to 20 lbs., 1/4 c. over tierces.	over tierces

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15 1/2 @ 15 1/2
Cooks' and bakers' shortening, tubs.	13 @ 14
Cooks' and bakers' shortening, tubs.	13 @ 14
Cooks' and bakers' shortening, tubs.	13 @ 14
Cooks' and bakers' shortening, tubs.	13 @ 14

DRY SALT MEATS.

(Boxed. Loops are 1/4 c. less.)	
Clear Bellies, 14@16 avg.	@ 11
Clear Bellies, 18@20 avg.	@ 10
Rib Bellies, 18@20 avg.	@ 10
Fat Backs, 12@14 avg.	7 1/2 @ 7 1/2
Regular Plates	7 @ 7
Short Clears	—@—
Butts	6 1/2 @ 6 1/2
Bacon meats, 1/2 c. to 1 c. more.	6 1/2 @ 6 1/2
Hams, 12 lbs., avg.	15 1/2 @ 15 1/2
Hams, 16 lbs., avg.	13 1/2 @ 13 1/2
Skinned Hams	14 1/2 @ 14 1/2
Calas, 4@6 lbs., avg.	9 1/2 @ 9 1/2
Calas, 6@12 lbs., avg.	9 1/2 @ 9 1/2
New York Shoulders, 8@12 lbs., avg.	12 @ 12
Breakfast Bacon, fancy	23 1/2 @ 23 1/2
Wide, 6@8 avg., and strip, 3@6 avg.	16 @ 16
Wide, 6@8 avg., and strip, 3@4 avg.	19 @ 19
Rib Bacon, wide, 8@12; strip, 4@6 avg.	14 @ 14
Dried Beef Sets	18 @ 18
Dried Beef Inside	18 @ 18
Dried Beef Knuckles	18 @ 18
Dried Beef Outside	18 @ 18
Regular Bolled Hams	17 1/2 @ 17 1/2
Smoked Bolled Hams	18 @ 18
Boiled Calas	19 @ 19
Michigan, granulated, ear lots, per ton.	20 @ 20
Michigan, medium, ear lots, per ton.	21 @ 21
Cooked Rolled Shoulder	14 @ 14

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	

May 20, 1911.

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from National Livestock Commission Co.)

Union Stock Yards, Chicago, May 17.

Monday's receipts were 4,000 heavier than a week ago, and the natural sequence of the heavy supply was a lowering in values of the big end of the crop. Yearlings and handyweights met with best demand. Prime kinds looked steady in some instances, but most of the supply of cattle sold 10c. lower, with "weight" getting the worst of the deal, and many plain heavy beeves suffered a decline of fully 15c. per cwt. A few prime heavy steers sold from \$6.35@6.45. Quite a sprinkling of choice cattle sold \$6.10@6.25, while the bulk of the crop moved at prices ranging from \$5.75@6.15, and the medium to good steers at \$5.50@5.75 looked high compared with the kind of cattle that landed at 6c. or a little better. Tuesday's receipts included a short supply of steers and no quotable change was noted. Wednesday (today) receipts are estimated at 18,000 cattle, making in round numbers 45,000 cattle for the first three days this week, as compared with 43,000 for the same period a week ago. Exporters and Eastern order buyers have "dipped into" the trade rather freely, and the demand on local account is pretty good, but the supply is too liberal, besides being of "beefy proportions."

Even though the general receipts of cattle were very liberal on Monday, the percentage of butcher stuff in the supply was extremely moderate, and the market ruled fully steady with a brisk demand for light heifers, especially the better grades. Choice yearling steers and heifers mixed are quotable from \$5.75@6.25, while other grades are quotable anywhere from \$5.25@5.75, according to quality and flesh. The bull trade was again slow and weak. Tuesday's market was a quiet, unchanged trade. Today (Wednesday) the percentage of butcher stuff in the liberal receipts of 18,000 cattle is again very moderate, and while the market is rather slow, and in some cases a little easier, the general trade on cows and heifers is fully as good as Monday, and prices have held up in the face of a rather serious decline in the steer trade.

With a run of 25,000 hogs today (Wednesday) the market is ruling 5c. lower, bulk selling \$6.10@6.20; good to choice light at \$6.25@6.30, with big sows going at the usual discount. It looks as if we will see an increase in receipts and some decline in prices before the week goes out. Rather expect to see a pretty heavy run now for a week or two and some further depression of prices, but believe that the big runs will be pretty well over with by the middle of June, and from that time on look for some strengthening in values. Boars are in very poor demand and selling at 3@3½c. per lb., and the outlook is so limited that there is danger of them going still lower, as the government inspectors condemn them entirely as unfit for food.

In sheep and lambs the selling side have had things somewhat their own way since the opening of the week, values showing an advance of 10@15c. per cwt. daily, and indications point to a still further advance before the top is reached. Southern lambs are beginning to arrive in moderate numbers. They are coming direct to packers and look worth the money, at \$6.75 for the best in Louisville during the past few days. Supplies will contain a liberal portion of Southern lambs by June 1. It looks as though prices on good spring lambs might work down to 6c. toward the first of July. We quote: Shorn stock—Good to prime wethers, \$4.50@4.75; fat ewes, \$4.35@4.60; poor to medium ewes, \$3.75@4.15; cull ewes, \$2.50@3.50; choice light lambs, \$6.25@6.40; fat heavy lambs, \$5.50@6; poor to medium lambs, \$5.25@5.65; cull lambs, \$4.50@5; Colorado woolled lambs, \$6.65@7; fancy springers, \$7.50@8; poor to common springers, \$6@7.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., May 17.

Cattle receipts so far this week number 9,100 head. Market ranged from steady to a dime lower, the decline effecting only a small portion of the heavier beeves. A liberal supply of heavy beeves was available today (Wednesday), and sold at \$5.75@6; nothing choice offered. Light yearlings and inferior grades of beeves sold today about steady with last week's close. Fair to good medium weight steers show a dime decline, while heavy sorts are 15@20c. lower. Heifer market today was strong to a dime higher than Tuesday, several loads of fat heifers and mixed lots selling at \$6, fair to good kinds going at \$5.25@5.75. Vealer market landed at a \$9 level today, quite a number of loads making the price, and trade was active on this basis. Good calves brought \$8.50@9; common to fair, \$6@7.50.

Compared with last Wednesday, hogs are selling today 10@15c. higher. Top for the week so far was \$6.40, realized Tuesday, shippers and butchers paying the price for a long string of hogs weighing from 170 to 200 lbs. Top of \$6.30 today was on the same grade of hogs, the bulk of all weights selling at \$6.15@6.25. Good heavy hogs sold to packers today at \$6.05@6.15. Receipts for the week so far total 32,600 head; for the same period last week, 32,400 head.

Sheep and lamb receipts for the week so far total 10,400 head; for the same period last week, 8,700 head. The market is 15c. higher than Tuesday, 25@30c. higher than last week's close and 40@50c. higher than a week ago. Fairly good clipped Western muttons sold today at \$4.95. Colorado woolled lambs topped the week so far today at \$6.70, choice grades worth \$6.85@6.90. No yearlings received this week, but good fat yearling wethers are worth \$5.25 or better.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, May 16.

In spite of the declines yesterday and today heavy steers reached \$6.10 here today, as good as anything did last week, and the yearlings brought \$6. Exporters are buying more cattle now than any time previously in a year, which is a support to the general market. Bulk of the fed steers are selling at \$5.40@5.85 today, and sellers are well satisfied with the way cattle fell today. The run of quarantine cattle is very slim so far this month, fewer cake-fed steers from Texas and Oklahoma than a year ago. Total cattle receipts here first half of May fell 10,000 head short of first half of last May, and as other markets show similar losses, the decline in price this week is regarded as temporary. Bulk of the cows sell at \$3.75@5.15; heifers, \$4.65@5.80; bulls, \$4@5; veals firm this week; tops today \$7.

The hog supply today is 22,000 head, market strong to 5c. higher to shippers on the early market, but packers refused to be enthused, and bid only steady to 5c. lower prices, on which basis the biggest share of the trading was done. Top today is \$6.20, same as yesterday; bulk of sales, \$6.05@6.15.

Sheep and lambs are in rather light supply this week, 7,000 here today, and the market is about 10 higher today. Woolled lambs are scarce, and are said to be losing flesh, account of the warm weather. Best here this week \$6; spring lambs worth up to \$6.35; clipped lambs \$5@5.50; clipped wethers at \$4.25@4.60; ewes \$3.75@4.25; goats \$3.20@3.50. The forecasters are inclined in favor of a stronger market ahead.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	4,404	16,178	7,961
Fowler	1,753	12,357	2,805

S. & S.	4,000	12,727	4,937
Swift	4,198	13,745	6,205
Cudahy	2,194	11,302	3,832
Morris & Co.	3,618	8,387	7,211
Am. D. B. & P. Co.	...	...	...
Ruddy	...	...	...
Butchers	122	52	13
Total	20,289	74,748	32,964

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, May 16.

For three or four weeks the cattle market has varied very little as far as prices were concerned. There has been a well sustained demand for fat, light and handy weight steers and heifers, and a disposition to bear down on the heavier and unfinished grades of both steers and cows. Choice light beeves are selling as high as \$6.10, and that is about the limit for choice heavy beeves, while the bulk of the fair to good 1,050 to 1,400 lb. beeves sell around \$5.60@5.85. Cows and heifers are selling at an extreme range of \$2.75@5.75, the bulk of the fair to good butcher and beef stock at \$4@5. Veal calves, bulls, stags, etc., are finding a ready outlet at full recent quotations, veals selling as high as \$7 and bulls as high as \$5.25. The general quality of the cattle coming to market at this time is about the best it has been for many years.

This is right in the middle of "corn planting time," and as a consequence there has been a considerable let up in receipts of hogs and a corresponding improvement in the market for them. Values scored an advance of 25@30c. last week, and this advance has been well sustained so far this week. With something like 12,000 hogs here today the market was steady. Tops brought \$6.05 as against \$5.90 last Tuesday, and the bulk of the trading was at \$5.90@6 as against \$5.70@5.85 a week ago.

Sheep and lamb values have developed a good deal of strength of late, and the market is 25@35c. higher than a week ago. Wooled lambs are bringing \$5.75@6.75; shorn yearlings \$4.75@5.35; shorn wethers \$4.25@4.85, and shorn ewes \$3.65@4.50.

ST. JOSEPH

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., May 16.

There has not been much change in the cattle situation during the past week. There is a very good market for fat heifers and yearlings, and prices are holding up well on these; in fact, all the stock is selling with comparative freedom and prices are being well sustained. The bulk of fat steers are selling at \$5.50@6 with a few making over the latter figure; choice fat yearlings and heifers \$5.40@5.85, with a few at \$6. Calves are selling higher than for some time.

In the hog trade there has been a change in tone of late and prices have been working to a higher level, and bulk of the supplies are again selling above the \$6 mark. Top today for prime light was \$6.20, and the bulk of all weights sold at \$6@6.15.

The market for live mutton has been holding good tone of late, and prices are 15 to 25c. higher than a week ago. Clipped lambs are selling largely around \$5.50; clipped Arizona wethers around \$4.40.

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO MAY 15, 1911.

Exports from—	Live cattle.	Live sheep.	Qrs. of
New York	986	—	4,228
Boston	2,653	1,712	—
Philadelphia	199	—	—
Baltimore	809	—	—
Montreal	3,099	1,200	—
Exports to:			
London	3,430	511	3,808
Liverpool	3,769	1,726	420
Manchester	350	684	—
Antwerp	199	—	—
Totals to all ports.....	7,748	2,921	4,228
Totals to all ports last week.	2,847	537	3,614

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, May 19.—Market steady. Western steam, \$8.30; Middle West, \$8.10@\$8.20; city steam, \$8; refined Continent, \$8.55; South American, \$9.06; Brazil, kegs, \$10.60; compound, 7%@7%.

Liverpool Products Markets.

Liverpool, May 19.—(By Cable).—Beef, extra India mess, 8ds. 3d. Pork, prime mess, 75s.; shoulders, 36s. 6d. @37s.; hams, 54s. 6d. Bacon, Cumberland cut, 47s.; long clear, 51s.; bellies, 51s. Tallow, prime city, 29s. 10½d.; choice, 31s. Turpentine, 52s. Rosin, common, 17s. 6d. Lard, spot prime Western, 41s. 6d.; American refined in pails, 42s. 3d.; 2 28-lb. blocks, 40s. 9d. Lard, Hamburg, 40% marks. Cheese, Canadian, finest white new, 57s. Tallow, Australian (London), 30s. 6d. @ 35s.

Hull and Marseilles Oils.

Hull, May 19.—Cottonseed oil, crude, spot, 24s. 10½d.; refined, May-August, 27s. Soya bean oil, 27s.

Marseilles, May 19.—Sesame oil, fabrique, 64½ francs; edible, 86 francs. Copra, fabrique, 85¾ francs; edible, 100 francs. Peanut, fabrique, 65½ francs; edible, 88 francs.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market was very quiet, with prices showing no change of moment. Hogs were a little easier in the West.

Tallow.

The market is very quiet, but prices are fairly steady as quoted.

Oleo and Lard Stearine.

The market has improved a little this week, with a better business in compound. Prices are quoted at 7½@8c. for oleo stearine and 9¼@9¾c. for lard stearine.

Cottonseed Oil.

The market was active and strong, with prices at the highest of the advance. Buying was active and offerings were steadily absorbed.

Market closed firm with good support from refiners. Crude was strong at the South, and sentiment was bullish, with little opposition. Sales, 8,700 bbls. Spot oil, \$6.52@6.56. Crude prompt, all sections, \$5.47@5.60. Closing quotations on futures: May, \$6.52@6.55; June, \$6.56@6.57; July, \$6.56@6.57; August, \$6.60@6.62; September, \$6.59@6.60; October, \$6.23@6.25; November, \$5.91@5.95; December, \$5.88@5.89; good off oil, \$6.40@6.54; off oil, \$6.51@6.57; winter oil, \$6.90@7.50; summer white, \$6.60@7.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, May 19.—Market generally shade lower; quality fair; bulk of priers, \$5.90@6.10; mixed and butchers', \$5.80@6.12½; Yorkers, \$6.05@6.15; cattle market strong; beesves, \$5.10@6.45; cows and heifers, \$2.40@5.70; Texas steers, \$4.60@5.60; stockers and feeders, \$3.90@5.75; Westerns, \$4.80@5.60. Sheep market strong to 10c. higher; natives, \$3.25@4.80; Westerns, \$3.50@4.85; yearlings, \$4.60@5.60; lambs, \$4.75@6.90.

Kansas City, May 19.—Hogs steady, at \$5.55@6.05.

St. Louis, May 19.—Market 5c. lower, at \$5.90@6.15.

Cleveland, May 19.—Hog market lower, at \$6@6.40.

Indianapolis, May 19.—Hogs lower, at \$6.05@6.20.

Milwaukee, May 19.—Hogs quoted \$5.50@6.20.

East Buffalo, May 19.—Market opened with 5,600 on sale; market lower, at \$6.20@6.55.

Louisville, May 19.—Hog market lower, at \$6.05@6.15.

Omaha, May 19.—Hogs slow, at \$5.65@6.

WEDNESDAY, MAY 17, 1911.			
Chicago	18,000	26,202	18,000
Kansas City	7,000	21,367	7,000
Omaha	4,000	10,532	5,000
St. Louis	3,200	14,464	3,000
St. Joseph	1,300	6,500	2,500
Sioux City	900	5,500	
St. Paul	1,200	4,200	1,300
Oklahoma City	200	1,400	
Fort Worth	1,500	1,500	3,000
Milwaukee		3,678	
Peoria		4,500	
Indianapolis		8,000	
Pittsburg		4,500	
Cincinnati	1,365	5,364	627
Cleveland	60	3,000	1,000
Buffalo	50	2,500	5,000
New York	3,260	5,948	12,439

THURSDAY, MAY 18, 1911.

OLEO OIL AND NEUTRAL LARD.			
(Special Report to The National Provisioner.)			
Chicago	5,500	23,000	15,000
Kansas City	2,000	12,000	3,000
Omaha	4,200	9,600	1,900
St. Louis	2,200	11,852	1,500
St. Joseph	2,000	9,500	1,500
Sioux City	900	5,500	
St. Paul	700	2,400	400
Fort Worth	2,000	2,500	1,500
Milwaukee		2,790	
Peoria		1,200	
Indianapolis		6,000	
Pittsburg		4,500	
Cincinnati	293	4,320	330
Buffalo	100	1,700	2,800
New York	1,443	2,220	6,023

FRIDAY, MAY 19, 1911.

RECEIPTS AT CENTERS			
SATURDAY, MAY 13, 1911.			
Cattle.	Hogs.	Sheep.	
Chicago	200	7,000	500
Kansas City	200	3,000	
Omaha	100	4,841	
St. Louis	300	9,056	
St. Joseph	100	3,000	
Sioux City	100	5,700	
St. Paul	300	1,400	300
Oklahoma City	50	500	
Fort Worth	300	700	
Milwaukee		2,003	
Peoria		500	
Indianapolis	250	3,000	
Pittsburg		4,000	1,500
Cincinnati	494	1,938	182
Cleveland	60	1,000	1,000
Buffalo		2,900	2,400
New York	1,741	1,323	4,930

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered for the week ending May 13, 1911:

CATTLE.

Chicago	29,415
Kansas City	20,259
Omaha	14,829
St. Louis	600
St. Joseph	600
Sioux City	543
South St. Paul	3,060
Indianapolis	3,284
New York and Jersey City	11,918
Fort Worth	6,014
Philadelphia	4,850
Pittsburg	2,330

HOGS.

Chicago	83,179
Kansas City	74,748
Omaha	42,413
St. Joseph	30,528
Cudahy	9,594
Sioux City	23,233
Ottumwa	9,924
Cedar Rapids	8,306
South St. Paul	14,857
Indianapolis	19,023
New York and Jersey City	34,217
Fort Worth	10,003
Philadelphia	4,402
Pittsburg	16,229

SHEEP.

Chicago	57,672
Kansas City	32,964
Omaha	25,285
St. Joseph	17,120
Cudahy	344
Sioux City	902
South St. Paul	2,538
Indianapolis	801
New York and Jersey City	44,812
Fort Worth	4,389
Philadelphia	11,946
Pittsburg	14,647

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO MAY 15, 1911.

	Sheep	Calves	Calves	Inombs	Hogs
New York	3,576	7,906	2,157	14,761	
Jersey City	2,466	4,377	22,713	14,581	
Lehigh Valley	3,236	700	4,770	—	
Central Union	3,606	850	15,115	—	
Scattering	—	178	57	4,875	
Totals	12,904	14,101	44,812	34,217	
Totals last week	11,298	12,486	41,235	28,118	

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Sulzberger & Sons, Minneapolis	488	—	1,000
J. Shambler & Son, Minneapolis	498	—	848
Morris Beef Co., Majestic	—	—	450
Morris Beef Co., Philadelphia	—	—	420
Swift Beef Co., Celtic	—	—	700
Swift Beef Co., Minneapolis	—	—	410
Swift Beef Co., Majestic	—	—	400
Swift Beef Co., Philadelphia	—	—	400
Total exports	986	—	4,228
Total exports last week	1,125	550	3,584

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Sanitary Arrangement

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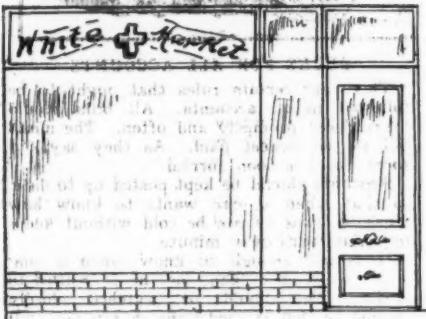
Retail Section

WINDOW DISPLAYS FOR RETAIL BUTCHERS

Practical Suggestions on Selling Goods Through the Shop Window

[EDITOR'S NOTE.—This is the twenty-first of a series of articles dealing with butcher shop window dressing, which will appear from time to time on this page. It has been the aim of the editor to deal with the subject plainly and practically, and to illustrate most of the suggestions. Butchers are invited to criticize the suggestions in these articles, or to offer ideas of their own, which will be gladly published.]

The value of having attractive window displays should be known to almost every



DESIGN FOR A SINGLE WINDOW.

butcher. Show windows are the silent salesmen. They sell without talking, but this valuable fact seems to be quite overlooked by many butchers and market proprietors, and it is always worth while to study the subject of modern market windows.

The old-time show windows with wooden fronts, three to four feet above the sidewalk level, are out of date. No matter how clever a display there might be in such a window, it is very hard for a passer-by to see. It is necessary to have show windows and the entire exterior of the market so arranged that the displays and front will attract attention. Merchants throughout the country who do not have such up-to-date windows and shop fronts are altering them to meet the requirements. Butchers who have old-time windows will find it to be one of the best investments they can make to make their market windows up to date.

The illustrations given herewith show two windows, one double, the other single, which are considered to be modern. The base of the window should not be more than a foot high and never more than two feet above

the sidewalk level. This will give any passer-by opportunity to look at the displayed goods with ease, and will show them to the fullest advantage.

The front of the double window is made of white domestic marble. The lettering, "Star Market," should be cut in the stone and be painted in gold or a bright color. The top of the window is of colored or stained glass, a very attractive feature and much in vogue at the present time. The door shown in the illustration is not the old-time one-piece plate glass, but consists of a number of squares of light green stained glass, which looks very attractive and adds much to the general appearance of the front.

The single window is built on the same principle as the other, with the exception that the front is of pressed brick instead of marble. It is hard to say which one of the two looks the more attractive. Whether the

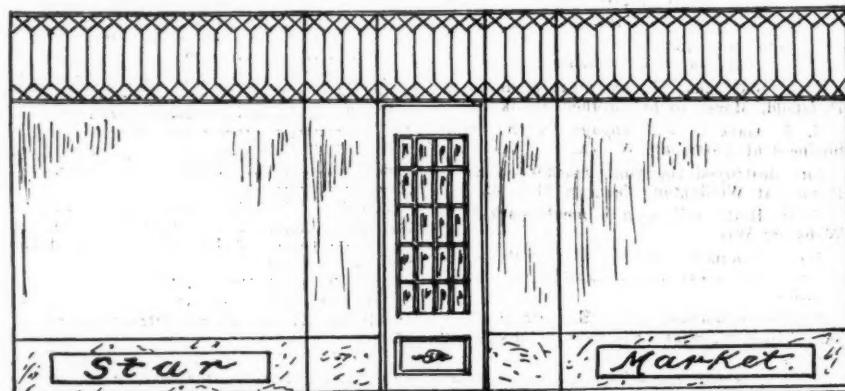
is very small, and many butchers will be surprised at the figure. The alterations can be made in from one to four days, and no better investment can be made by any butcher than to spend it in up-to-date modern show windows, which will sell his goods and give the store more business and always a look of prosperity.

WILL GET WEEKLY HALF HOLIDAY.

Employees in the meat markets of Rochester, N. Y., are jubilant over the fact that the markets will close at noon on Wednesdays, during the months of May, June, July and August, giving them a half-holiday every week. It is found that this midweek half-holiday in summer does not hurt trade, but helps greatly in the relations between employer and employees.

TEXAS BUTCHERS MUST GIVE BOND.

The Texas law compelling a butcher who conducts slaughtering operations in that State to file a bond with the county clerk of his county for observance of the State law has been sustained. The Court of Criminal



PLAN FOR A DOUBLE WINDOW SHOP FRONT.

bricks are glazed or painted, the front appears very attractive and clean, and gives the store a very sanitary look, and is the latest idea in the architecture of show windows.

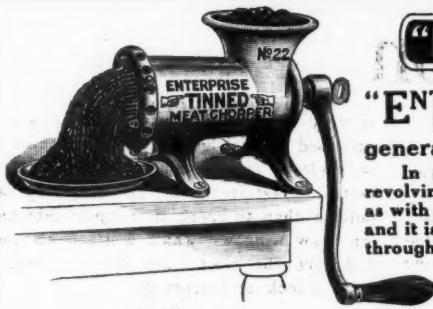
The cost of altering the front of the shop

Appeals at Austin last week held that the act of the thirty-first legislature known as the hide and animal inspection law did not repeal the provision of the penal code requiring a butcher to give bond with the county clerk when carrying on that occupation.

Will it not increase business if you supply your best trade with the "FERRIS" Famous Hams and Boneless Breakfast Bacon? They always give RARE SATISFACTION

The "FERRIS" DELICIOUS HAMS & BACON

Address: F. A. FERRIS & CO., Department A, 262, 264, 266, 268, 270, 272 Mott Street, New York. Telephone: Spring 6540.



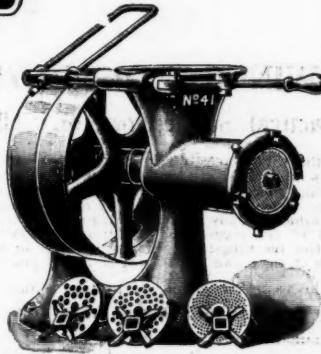
"ENTERPRISE"

"ENTERPRISE" Meat Choppers are used by the large packers and butchers generally throughout the world.

In the "Enterprise" the four blade steel knife revolving against a sharpened perforated steel plate cuts as with a pair of scissors. Everything is cut, not torn, and it is impossible for strings, sinew or gristle to pass through without being hopped.

Our catalog shows a complete line of butcher's choppers for hand, steam and electric power.

The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
21 Murray Street, New York.
544 Van Ness Avenue, San Francisco
Philadelphia, Pa., U. S. A.


LOCAL AND PERSONAL.

J. A. Tripp has opened a meat market at Stoughton, Mass.

J. Krauth has opened a new meat market at Bucyrus, O.

E. A. Blacker has engaged in the meat business at Pontiac, Ill.

John Stetler is erecting a new meat market at Newberryton, Pa.

Donaldson & McMahon have purchased the meat market of A. J. Woodman at Cambridge, Mass.

D. Brown is erecting a meat market at Madison Lake, Minn.

Fire destroyed the meat market of James Finnegan at Dundas, Canada.

A. Kulp has purchased the meat market of A. R. Reidenauer at Norristown, Pa.

L. P. Buck has sold his meat business at Pittsfield, Mass., to his brother Frank A.

B. F. Gaskins will engage in the meat business at Fairmont, W. Va.

Fire destroyed the meat market of A. F. Burges at Wellington, Tex., on May 12.

T. H. Heitz will open a meat market at Webster, Wis.

John McDonald a meat dealer at St. John, N. B., has made an assignment to John Crowley.

The meat market of A. E. Dorr & Company, Boston, Mass., has been damaged by fire.

J. J. Lutz has opened an up-to-date meat market at Elmira, N. Y.

Wing & Campbell, Eugene, Ore., will engage in the meat business at that place.

H. Dubois will engage in the meat business at Unadilla, Neb.

Smith Brothers' butcher shop at Laton, Cal., has been destroyed by fire.

The Ulbrich Meat and Grocery Company has opened a new store at Atlantic, Ia.

Kern & Spencer have purchased the Smith & Mellen meat market at Albion, Neb.

Jirovec & Ferenc have purchased the butcher shop of Burbacek Bros. at Clarkson, Neb.

Robert & John Green, of Pawnee City, Neb., have engaged in the meat business at Abilene, Kan.

Frank Ferena has disposed of his butcher shop at Brainerd, Neb., to Lanik Brothers.

Mrs. Frank Standler is about to open a meat market at Yutan, Neb.

John Clarke will soon open a new butcher shop at Lodge Pole, Neb.

Mr. Calvert is about to engage in the meat business at Obert, Neb.

The meat market of Littrell & Sons at Phillips, Neb., has been destroyed by fire.

J. C. Jones has purchased the meat business of J. S. Artman at Plainville, Kan.

C. D. Gates has opened up a new butcher shop at Yates Center, Kan.

C. S. Liken has purchased the Central Avenue Meat Market at Harper, Kan., from W. G. Hoopman.

Z. D. Buckles & Company have opened a new butcher shop at Selden, Kan.

Chet. Woodring has purchased the meat business of both Smith Brothers and the Waddell Grocery Company at Cottonwood Falls, Kan.

E. C. Ault has opened a new butcher shop at 417 S. Summit street, Arkansas City, Kan.

A. S. Adams & Sons have disposed of their meat business at Florence, Kan., to R. F. Walker, of Bennington, Kan.

Guy M. Stafford has succeeded J. M. Steadman in the management of the Walker Meat Market at Goodland, Kan.

J. H. Martin has engaged in the meat business at Holenberg, Kan.

The Montana Grocery and Meat Company has been incorporated at Great Falls, Mont.

The E. A. Palmer Co., of Salmon Arm, and the Revelstoke Meat Market Company of Revelstoke, B. C., are reported to have consolidated.

R. & V. Kidschner have purchased the Hotel Market at Pentwater, Mich.

Hewitt & Christman have disposed of their meat business at Boyne City, Mich., to Meachem Brothers.

The Ravenna Supply Company at Ravenna, Mich., is closing out its stock of meats, etc.

A. O. Gunther & Son have purchased the Greenwood Market at Cheboygan, Mich.

The W. T. Petty Company has engaged in the wholesale and retail meat business at Grand Rapids, Mich., with a capital of \$5,000.

Young & Doty have let the contract for a new meat market at Kamiah, Idaho.

The Crawford Meat Market at Weston, Ore., has been destroyed by fire.

Reihson & Klinkhammer have begun the erection of a new meat market building at Mitchell, S. D.

RULES FOR ALL ACCOUNTS.

There are certain rules that ought to be followed in all accounts. All bills should be rendered promptly and often. The small bill is the easiest paid. As they say, "A short horse is soon curried."

Accounts should be kept posted up to date, so that when a man wants to know how much he owes he can be told without keeping him waiting a minute.

It is not enough to know when a customer opens an account that he is entitled to credit. He should be watched closely enough so that if conditions change you will be aware of it.

Don't pay out good money to get bad results from a collecting agency. Better to be your own collector.

Make it your plan to get from slow pay customers a little money, even if you can't get the whole bill. Better half a loaf than no bread.

When you ask a man for a payment on his account and get a promise, see that you are right on the spot on the day and date that he said he would pay something. If you get nothing then, take a promise and then be there next time. Keep right after him and always be there when he told you to come. Leave him no excuses such as being able to say, "I said I'd pay you last Tuesday, but you never came around."

Mr. Slow-pay should be discouraged in every possible way. Head him off at all the corners and meet him at every possible way. Head him off at all the corners and meet him at every turn. If he gets this kind of treatment from all the stores, he will become discouraged and decide to become a cash buyer and save trouble.—Frank C. Farrington, in Boot and Shoe Recorder.

Your Men Have Just As Good a Right As You
to a clean and easily cleanable place to hang their clothing.

PEN-DAR STEEL LOCKERS *will keep them contented*

They are built of expanded metal and sheet steel, and present a smooth, attractive surface.

Besides being neat to look at, they are fire-proof, vermin-proof, germ-proof and practically time-proof.

Made in units, rows, tiers or groups. Every locker furnished handsomely finished and with hooks, shelf, lock and number plate. Illustration shows design No. 230.

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You will save money in buying your Fish **DIRECT** from the Wholesaler

B. F. PHILLIPS & CO.

Correspondence Solicited—Satisfaction Guaranteed

OUR SPECIALTY

**Rockport Steak Cod
Shore Haddock**

**7 "T" Wharf,
BOSTON, MASS.**

May 20, 1911.

New York Section

Swift & Company's sales of fresh beef in New York City for the week ending May 13 averaged 8.88 cents per pound.

The employees of the Sulzberger & Sons small stock department will hold their annual outing at Witzel's Pavilion, Collège Point, L. I., on July 1. This is always a lively affair.

Treasurer L. A. Carton, of Swift & Company, was in New York last week for a few days. The new secretary of the company, F. S. Hayward, was a visitor to the city this week.

C. M. Baldwin, traffic manager for Swift & Company in London, sailed on Wednesday on the steamer Adriatic for his post, after a vacation spent in this country in the recovery of his health.

Charles P. McDonald, manager of the beef department of Swift's East Side Market, sailed last Saturday on the steamer Philadelphia for a European trip. It was reported that he would look into the livestock situation in Paris during his absence.

J. C. Schmidt, manager of the Swift & Company house in Williamsburgh, was the recipient of condolences from the trade this week upon the death of his wife. At the funeral on Tuesday the attendance of representatives of the trade was very large.

The United Master Butchers of Brooklyn, Eastern District branch, have elected the following officers for the ensuing year: President, L. A. Schaefer; vice-president, F. W. Strassle; recording secretary, O. E. Jahrsdorfer; treasurer, Fred Rath; financial secretary, Chas. Loschert; sergeant-at-arms, John Adelman; trustees, Chris. Grozinger, R. Jahrsdorfer and H. Bohringer.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending May 13, 1911: Meat—Manhattan, 2,470 lbs.; Brooklyn, 9,752 lbs.; Queens, 903 lbs.; total, 13,215 lbs. Fish—Manhattan, 5,627 lbs. Poultry and game—Manhattan, 3,305 lbs.; Brooklyn, 550 lbs.; Queens, 1,400 lbs.; total, 5,255 lbs.

While Harlem is noted for its big stores, some of the small stores are doing a nice business as well, notably that of J. Lieberman, at No. 2133 Third avenue. This store was opened over twenty years ago, and after changing hands several times is now doing a fine business, with Mrs. Lieberman handling the cash. She is an expert, and in a rush is said to be able to make change with both hands at the same time.

The Queensboro branch, United Master Butchers, has elected the following officers: President, A. C. Sluiter, Flushing; first vice-president, Henry Schloo, Flushing; second vice-president, John Eberhardt, Whitestone; treasurer, George Breuhel, College Point; recording secretary, Adolph Koch, College Point; financial secretary, Phil. Ferris, Sr., Flushing; corresponding secretary, Phil. Ferris, Jr., Flushing; sergeant-at-arms, Herman Frank, Corona; trustees, Jos. Beresheimer, College Point; Chris. Ries, Flushing.

BIG BUTCHERS' CALFSKIN PROFITS.

The annual meeting of the stockholders of the New York Butchers' Calfskin Association was held at Terrace Garden on Thursday evening. The stockholders of this old-established company include butchers all over Greater New York, and they were well represented. The gathering was good-natured from the beginning, but when Secretary Schlosser had read the financial report for the year the enthusiasm reached a high-water mark. The showing was the best made in a good many years, and the officers and Mr. Fred Dietz, who is the king-pin of them all when it comes to marketing calfskins, were the recipients of many congratulations.

The usual dividend of 6 per cent. on the capital stock of the company had already been declared. In addition a premium of 20 cents on each No. 1 skin turned in during the year was ordered paid to butchers who were members of the association. This is the largest premium paid in many years, and shows the prosperous condition of the association's affairs. Premiums recently paid have been as follows: 1905, 15 cents; 1906, 10 cents; 1907, 10 cents; 1908, 12 cents; 1909, 10 cents; 1910, 12 cents; 1911, 20 cents. In the last ten years the association has paid \$213,523 in dividends and premiums on a capital stock of \$50,000.

The stock report showed stock on hand May 1, 1910, 1,697 skins; stock received to April 30, 1911, 175,717 skins; stock on hand May 1, 1911, 1,309 skins. The value of skins on hand May 1, 1910, was \$3,599.70; cost price paid for skins during year, \$271,156.72; total, \$274,756.42. Sales for the year aggregated in value \$328,970.51.

That butchers received the fairest treatment in the matter of premiums is shown by the fact that though the association paid them in 141,681 skins of No. 1 grade in the year, when it came to cellar selections by buyers, but 131,333 of these skins could go out as No. 1's.

The annual election of directors resulted in the selection of the following board: George Thomson, H. Heinemann, H. Schlosser, E. F. O'Neill, L. Oppenheimer, Geo. H. Shaffer and Isidor Blank. George Thomson is president and Herman Schlosser is secretary of the association.

NEW YORK TRADE RECORD

BUTCHER, FISH AND OYSTER FIXTURES.

MANHATTAN MORTGAGES.

(R) means Renewal Mortgage.
 Appelbaum, Sol., 132 Norfolk st.; Jos. Levy & Co. \$34.
 Brambel, Louis, 1375 Intervale ave.; Jos. Levy & Co. \$83.
 Berkowitz, Sam'l, 75 Chrystie st.; Jos. Levy & Co. \$50.
 Cohen, Bernhard, 204 E. 87th st.; Jos. Levy & Co. \$100.
 Greenstein, Isaak, 1306 Park ave.; Jos. Levy & Co. (R) \$50.
 Hoffman, Abr., 1445 5th ave.; Jos. Levy & Co. \$100.
 Horowitz, Annie T., 475 9th ave.; New York B. D. M. Co. \$350.
 Hirshman, Morris, 24 E. 111th st.; J. Levy & Co. (R) \$60.
 Salmonowitz, B., 368 E. 10th st.; Jos. Levy & Co. (R) \$100.
 Schwedl, Elias, 230 E. 119th st.; J. Levy & Co. (R) \$50.
 Spielberger, Morris, 1535 Ave. A; Julius Levy. \$115.
 Wechsler, Isidor, 220 E. 109th st.; Jos. Levy & Co. \$40.
 Weiss, Jos., 117 Norfolk st.; Jos. Levy & Co. (R) \$52.

MANHATTAN BILLS OF SALE.
 Feier, Meyer, 136 and 138 Irvington st.; Malke Feier. \$125.

Guthmuller (Sr.), Chas., 789 Greenwich st.; Chas. Guthmuller (Jr.), \$1.
 Kaufman, Morris, 205 Brook ave.; Abr. Edeland. \$400.
 Levi, David, 2344 1st ave.; Martin Oechsner. \$400.
 Pollicoff, Abr. & Jos. Beldner, 503 10th ave.; Jas. Pollicoff. \$2,000.

BROOKLYN MORTGAGES.

Arfer, Tobias, 286 Sackman; Levy Bros. \$50.
 Bloomston & Sosnowitz, "Barren Island"; Isidore Briman. \$800.
 Felt, Frank, 304 Powell; Jos. Rosenberg. \$100.
 Ferrari, Tony & Luciano, 6925 5th ave.; Levy Bros. \$150.
 Goldman, Isidor, 99 Amboy; Jos. Rosenberg. \$80.
 Jaffe, Max, 338 Graham ave.; Levy Bros. \$100.
 Klein, Rudolph et al, 2306 Coney Island ave.; Jos. Rosenberg. \$800.
 Lefkowitz, Daniel and wife, 21 Ellery; Manhattan Mortgage & Realty Co. \$200.
 Milstein, Jacob, 75-77 Amboy; Levy Bros. \$100.
 Mardo, Jim, 6021 13th ave.; Gustav Selner. \$55.
 Pingitore, Tony, 168 Hooper; Jos. Rosenberg. \$65.
 Schwartz, Max, 329 Glenmore ave.; Levy Bros. \$100.
 Zimmerman, Sarah, 40 Meserole; Levy Bros. \$100.

BROOKLYN BILLS OF SALE.

Heymann, Henry, 56 Grand; S. Heymann & Shevy. \$1,000.
 Karlitz, Harry, 197 Manhattan ave.; Harry J. Koehl. \$450.
 Kasloff, Sam., 5506 16th ave.; Morris Lipransky. Nom.

GROCERS, DELICATESSEN, HOTEL AND RESTAURANT FIXTURES.

MANHATTAN MORTGAGES.

Brandenberger, 1651 Amsterdam ave.; Albt. Schneider. \$2,300.
 Cox, Margaret, 542 W. 53d st.; Richard Bennett. \$150.
 Demakos, Ephymois H., 408 E. 17th st.; Phil Wechsler. \$210.
 Moinester, Meyer, 1600 Washington ave.; Sam'l Solomon. \$250.
 Selkowitz, Morris & Esther Handler, 24 Rutgers st.; Harris Smolowitz. \$200.
 Schneibehrer, Geo., 3601 3d ave.; Eugene Ulrich. \$300.
 Scheier, Hyman, 43 E. 7th st.; Lena Thomas. \$200.
 Valastro, Paul, 208 West End ave.; Ida Ohrbach. \$600.
 Zimmerman, Sam'l, 1821 1st ave.; David Steinberg. \$275.
 Altshiller, Sam., 141 Division st.; Wolf Feitenstein. \$500.
 Boruchin, Henry & L. Strickman, 254 Spring st.; Westin & Steinhart. \$900.
 Calugeronovich, Eugene, 112 W. 45th st.; Jno. E. Campbell. \$1,600.
 Goldstein, Fannie, 196 East B'way; I. Brown. \$100.
 Hammerman, Phil, 374-76 Canal st.; Sarah Drachenberg. \$150.
 Klepper, Louis, 119 1st ave.; I. Cohen. \$160.
 Noe, Henry, 105 Duane and 14 Thomas st.; Henry Rackebrandt. \$10,000.
 Panager, Gust., 243 Columbus ave.; Nath. Radus. \$105.
 Shapiro, Louis & Rosie Korolitz, 26 W. 26th st.; Lena Bleiber. \$300.
 Van Kirk, Mary H., N. E. cor. of Jackson ave. and 156th st.; Jac. Marks. \$2,000.
 Weinberg, Sam'l, 51 W. 125th st.; Phil Wechsler. \$150.
 Zierner, Bernhard, 2306-S B'way; L. Barth & Son. \$186.

MANHATTAN BILLS OF SALE.

Dobken, Jos. & Lizzie, 966 Longwood, ave., Bronx; Pearl Dobken. \$1.
 Diekroger, Fred'k, 2417 2d ave.; Chas. Selmer. \$4,500.
 Diekroger, Fred'k, 2321 2d ave.; Chas. Selmer. \$1,600.
 Goldfinger, Adolph, 282 2d st.; Herm. Goldstein. \$650.
 Jacobl, Fred., 346 E. 46th st.; Gustav Minkley. \$350.
 Katszko, Abr., 340 E. 21st st.; Isaac Nathanson. \$1,546.
 Klein, Jos., 122 W. 101st st.; Max Weiss. \$630.
 Mattiolo, Lorenzo & Giorgio Malesci, 227 E. 106th st.; Lorenzo Adonica. \$607.
 Paraggio, Pasquale, 615 E. 189th st.; Sabato Simone & R. Scaroni. \$400.
 Paul's Lunch System, 39 Vesey st.; Thornton E. Ramsey. \$1.
 Rossano, Antonio, 192 Bleecker st.; Benny Dorman. \$2,397.
 Schneider, Albt., 1651 Amsterdam ave.; Paul Brandenberger. \$2,800.
 Tackel, Jac, 941 Intervale ave.; Mary Tackel. \$1.

BROOKLYN MORTGAGES.

Baliff, Abraham, 70-2 Myrtle ave.; Jacob Fox. \$350.
 Rosenberg, Abr. M. & Henry Kantor, 56 Lewis ave.; Jacob Sapadui. \$500.
 Tilgner, Ernest and wife, 239 Hinrod; Catherine Gehring. \$400.
 Caro, Robt., 905 Halsey; Levin Bros. \$117.
 Noe, Henry, 105 Duane and 14 Thomas (N. Y.); Henry Rackebrandt. \$10,000.

BROOKLYN BILLS OF SALE.

Blumstein, Benj. & Berkle Marcus, 130 Harrison ave.; Sam'l Spanover. \$265.
 Fox, Jacob, 70-2 Myrtle ave.; Abraham Baliff. \$1,300.
 Finkelstein, Rosle, 104 Rochester ave.; Morris Finkelstein. \$100.
 Fox, Nathan, 425 Saratoga ave.; Louis Katz. Nom. Levine, Harris, 634 Hopkinson ave.; Abr. Rosenthal. \$500.
 Mele, Amalia, 432 Skillman ave.; Agostino Amello. \$600.
 Moskin, Bros., 105 South; Sam'l Dworkin. \$475.
 Sacks, Isidore, 634 Hopkinson ave.; Harry Levin and ano. \$438.
 Shishin, Tannous, Oceanic Walk bet. Bowery and Ocean; Wm. Shishin. Nom.

HEARN

210 West Fourteenth St., New York.

**NO MEATS
GROCERIES
LIQUORS**

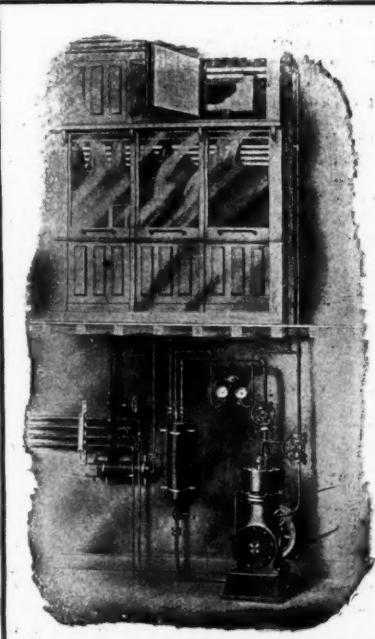
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DRY GOODS.**

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Butcher and Grocer's Fixtures
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BALTIMORE, MD., 355 North St.
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JACKSONVILLE, FLA., 530-542 E. Bay St.
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SYRACUSE, N. Y.



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REMINGTON
REFRIGERATING
MACHINES**

are in use cooling MEAT and PROVISION REFRIGERATORS. More sanitary, cleaner and cheaper than ice.

This illustration shows a compact outfit, located in basement, cooling refrigerator on first floor, with overhead brine storage tank to maintain temperature overnight, when machine is shut down. Can be readily applied to present boxes.

New is the time to investigate.

Send for our catalogue and reference list.

Advise us as to your requirements so that an estimate can be submitted.

Machines can be installed during the cold weather, without interruption to your business.

REMINGTON MACHINE CO.
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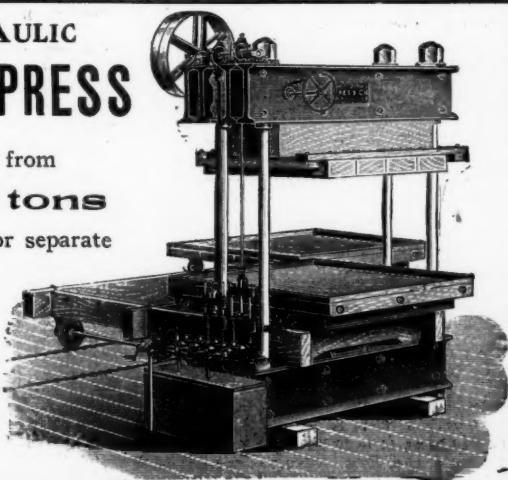
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With pumps attached or separate
Any style of platform to
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**BOOMER & BOSCHERT
PRESS CO.**
362 West Water Street
SYRACUSE, N.Y.



NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$5.80@6.50
Poor to fair native steers	4.25@5.70
Oxen and stags	3.50@5.40
Bulls and dry cows	1.75@5.50
Good to choice native steers one year ago..	7.40@8.40

LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.	6.00@7.50
Live veal calves, culs, per 100 lbs.....	@ 5.50
Live calves, Western, per 100 lbs.....	-@-

LIVE SHEEP AND LAMBS.

Live lambs, unshorn, per 100 lbs.....	@ 6.50
Live lambs, shorn, per 100 lbs.....	5.50@ 6.00
Live lambs, culs, per 100 lbs.....	@ 5.00
Live sheep, common to prime, unshorn, per 100 lbs.	4.50@ 4.75
Live sheep, shorn, per 100 lbs.....	4.00@ 4.25
Live sheep, culs, per 100 lbs.....	@ 2.50

LIVE HOGS.

Hogs, heavy	@ 6.40
Hogs, medium	@ 6.60
Hogs, 140 lbs.	@ 6.90
Pigs	@ 7.10
Rough	5.20@ 5.40

DRESSED BEEF.

CITY DRESSED.	
Choice native heavy	9 1/2@10
Choice native light	9 1/2@10
Common to fair native.....	9 @ 9 1/2

WESTERN DRESSED BEEF.

Choice native heavy.....	@ 9%
Choice native light	@ 9%
Native, common to fair.....	@ 9%
Choice Western, heavy	@ 9
Choice Western, light	@ 9
Common to fair Texas	8 1/2@ 9
Good to choice heifers	@ 9
Common to fair heifers	@ 8 1/2
Choice cows	@ 8 1/2
Common to fair cows	@ 8 1/2
Common to fair oxen and stags.....	-@-
Fleathly Bologna bulls	8 @ 8 1/2

BEEF CUTS.

Western. City.	
No. 1 ribs	11 1/2@12 1/2
No. 2 ribs	10 1/2@11
No. 3 ribs	8 1/2@ 9
No. 1 loins	12 @12 1/2
No. 2 loins	11 @12
No. 3 loins	10 @11
No. 1 rounds	9 1/2@ 9 1/2
No. 2 rounds	8 1/2@ 9
No. 3 rounds	@ 8 1/2
No. 1 chuck	-@-
No. 2 chuck	-@-
No. 3 chuck	@ 7

DRESSED CALVES.

Veals, city dressed, prime, per lb.....	12 @13
Veals, good to choice, per lb.....	11 @12
Western calves, choice.....	@11 1/2
Western calves, fair to good.....	@10 1/2
Western calves, common.....	@10

DRESSED HOGS.

Hogs, heavy	@ 8%
Hogs, 180 lbs.....	@ 9%
Hogs, 160 lbs.....	@ 9%
Hogs, 140 lbs.....	@ 9%
Pigs	9%@10

DRESSED SHEEP AND LAMBS.

Lambs, choice, per lb.....	@13
Lambs, good	@12
Sheep, choice	@ 9 1/2
Sheep, medium to good.....	@ 8 1/2
Sheep, culs	@ 7

PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs. avg.....	@15
Smoked hams, 12 to 14 lbs. avg.....	@13%
Smoked hams, 14 to 16 lbs. avg.....	@13 1/2
Smoked picnies, light	@ 9 1/2
Smoked picnies, heavy	@ 8 1/2
Smoked shoulders	@11 1/2

SMOKED MEATS.

Smoked bacon, boneless.....	15 1/2@16 1/2
Smoked bacon (rib in)	14 1/2@15 1/2
Dried beef sets	@17
Smoked beef tongue, per lb.	@16 1/2
Pickled bellies, heavy	@11 1/2

FRESH PORK CUTS.

Fresh pork loins, city.....	@13
Fresh pork loins, Western.....	@12
Shoulders, city	@ 9 1/2
Shoulders, Western	@ 9
Butts, regular	@10
Butts, boneless	@10 1/2
Fresh hams, city	@13
Fresh hams, Western	@12 1/2

BONES, HOOFs AND HORNS.

Round shin bones, avg. 50@65 lbs. cut....	@ 80.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.....	@ 55.00
Hoofs, black, per ton.....	@ 35.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.....	@ 90.00
Horns, 7 1/2 oz. and over, steers, first quality, per ton.....	@270.00

BUTCHERS' SUNDRIES.

Fresh steer tongues	75 @90c. a piece
Fresh cow tongues	45 @60c. a piece
Calves' heads, scalded	40 @45c. a piece
Sweetbreads, veal	30 @60c. a piece
Sweetbreads, beef	18 @25c. a pound
Calves' livers	30 @50c. a piece
Beef kidneys	7 @12c. a piece
Mutton kidneys	1 1/2 @ 3c. a piece
Livers, beef	7 @ 3c. a pound
Oxtails	5 @ 7c. a piece
Hearts, beef	12 @15c. a piece
Bolls, beef	10 @12c. a pound
Tenderloin beef, Western	15 @25c. a pound
Lamb's fries	8 @ 8c. a pair
Extra lean pork trimmings.....	@ 7 1/2c. a pound
Blade meat	@ 6c. a pound

BUTCHERS' FAT.

Ordinary shop fat	@ 2%
Suet, fresh and heavy	@ 5
Shop bones, per cwt.	20 @23

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	@30
Sheep, imp., medium, per bundle.....	@70
Sheep, imp., per bundle	@44
Sheep, imp., Russian rings	-@-
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@25
Hog, American, free salt, tcs. or bbls., per lb., f. o. b. New York.....	@77
Hog, extra narrow selected, per lb.	@73
Hog, in kegs, 1 cent over bbls. or tcs.	-@-
Beef rounds, per set, f. o. b. Chicago.....	@18 1/2
Export rounds, per set, f. o. b. New York.....	@22
Beef rounds, per lb.	@ 4 1/2
Beef, bungs, piece, f. o. b. New York.....	@10
Beef, bungs, per lb.	@10 1/2
Beef middles, per set, f. o. b. New York.....	@65
Beef middles, per set, f. o. b. Chicago.....	@58
Beef, middles, per lb.	@13
Beef weasands, per 1,000, No. 1s.....	@ 8
Beef weasands, per 1,000, No. 2s.....	@ 6

SALTPESTRE.

Crude	4 1/2 5
Refined—Granulated	4 1/2 5
Crystals	5 1/2 6 1/2
Powdered	5 1/2 6 1/2

GREEN CALFSKINS.

No. 1 skins	@ .20
No. 2 skins	@ .18
No. 3 skins	@ .00

Branded skins	@ .13
Ticky skins	@ .13
No. 1 B. M. skins	@ .17
No. 2 B. M. skins	@ .15
No. 1, 12 1/2-14.....	@2.20
No. 2, 12 1/2-14.....	@1.95
No. 1 B. M., 12 1/2-14	@1.85
No. 2 B. M., 12 1/2-14	@1.60
No. 1 skins, 14-18	@2.40
No. 2 skins, 14-18	@2.15
No. 1 B. M. kips	@2.05
No. 2 B. M. kips	@1.80
No. 1, heavy kips, 18 and over.....	@3.00
No. 2, heavy kips, 18 and over.....	@2.75
Branded kips	@1.40
Heavy branded kips	@1.75
Ticky kips	@1.40
Heavy tacky kips	@1.75

DRESSED POULTRY.

Fresh killed—	
Young hens and toms, avg. best	15 @16
Common	13 @14
Fowl, dry packed—	
Western, boxes, 45-55 lbs. to doz.	@15 1/2
Western dry-pkd., bbls., iced, 4 lb. avg.	@14 1/2
Western, scalped, avg. beat.....	@14 t

Other Poultry, dry packed—	
Old Cocks, per lb.	9 1/2@10
Squabs, prime, white, 10 lbs. to doz. per doz.	@4.00
Squabs, dark, per doz.	@1.25

FROZEN.

Turkeys—	
Young toms, No. 1	22 1/2@23
Young hens, No. 1	@22
Young toms, No. 2	15 @17
Young hens, No. 2	15 @16
Old hens	@20
Old toms	@20
Texas, No. 1	@18

Broilers—	

<tbl_r cells="2" ix="5" maxcspan="1" maxrspan="1" used

